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GIVE YOURSELF SOME CREDIT !!!

A CONSUMERS GUIDE: ESTABLISHING A NEW CREDIT FILE.

Caution:

All responsibility for the use or misuse of this information lies solely on the reader. This manual is not sold to defraud or scam current creditors. Even though you will have a new credit file, you are responsible for all debts oweing on your old file. All local & federal laws apply.

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There are two ways in starting a new credit file. The first one begins on this page & the 2nd one starts on page 33.

NOTE: The Federal Government issues three types of identification numbers. These numbers all have nine digits.

Basically there are three types of credit files.

1. SSN - SOCIAL SECURITY NUMBER

The first is: Your personal credit file is separated from other files of people with the same or similar names by several factors such as driver's license number, birth date, spouse's name, etc. These are just some of the identifying marks on your credit report. The number one identifying mark is your social security number. As there is no one else in the United States with your number, your file is easily identified.

2. EIN – EMPLOYER IDENTIFICATION NUMBER

The second kind of credit file is the business credit file. Business credit files are identified by the business name and by a computer generated and assigned identification number. Your business file is listed with credit bureaus like Dun and Bradstreet and Stanley and Porous, etc. A Company credit record can be built and used just like a personal file. The idea is to take a hobby or trade that you possess and start a new small business for which you create a name and then a new credit file. There are hundreds of small businesses, which can be run from your home and generate high part-time or full time earnings. I suggest visiting your nearest bookstore or library to obtain a book on the numerous business opportunities available.

3. TIN – TAXPAYER IDENTIFICATION NUMBER

The 3rd is: The internal revenue service for banking & loan purposes issues a (TIN) Taxpayer Identification Number. This number can be used to open checking & savings accounts & for all other credit purposes.

Once you establish a business name and idea your next step is to build a credit history for it. This is done using basically the same techniques that you would use for building your personal credit. No matter how bad your personal credit record is, your business is judged by its own record. The key is to maintain a stable payment history with all credit accounts.

Once you have created a new business and established a business name the next step is to obtain a "DBA" (Doing Business As) You will need this D.B.A. to open a business checking and savings account. There is a small fee charged for filing your D.B.A. with the records department, usually \$5.00 to \$10.00 dollars. After obtaining your D.B.A. your next step is to

apply for a retail sales tax permit. This permit is used for collecting sales tax on all items you sell and also allows you to purchase items for resale without paying tax on the items for which you will collect tax on. Make sense? Once you have completed these steps you are now ready to begin the credit building process. Follow the steps described in the next three sections using your business in place of building a personal file. Of course, the dollar amounts on the "three bank maneuver" should be as high as possible and when obtaining your secured bank credit card again, use as high a deposit as possible. The idea is to work towards the middle four-figure area. The bottom would be \$4,000.00 and the top would be \$7,000.00.

Four thousand is the target amount as it is not distinguishable between the seven thousand dollar figures on your report. Thus, why use seven thousand dollars when you can get the same results for four thousand dollars. All of the following steps can be "fast forwarded" to be added to your file within 30 days. For example, when building your personal record you would not want to pay off your three bank loans before a minimum of 90 days and they should be held for six months. Where as a business loan can be paid off within 30 days and it still looks great on your record. Do not contact the credit bureau to report your credit accounts until you have established at least the three banks and secured a credit card. Dun & Bradstreet Business Credit Services

CONTACT THE DUN AND BRADSTREET PEOPLE FOR CURRENT INFORMATION TO OPEN YOUR DUN AND BRADSTREET ACCOUNT, SIMPLY CALL INFORMATION FOR THE OFFICE NEAREST YOU THEY WILL TAKE ALL YOUR INFO BY PHONE AND GIVE YOU YOUR DUN NUMBER. THIS IS THE NUMBER YOU USE WHEN APPLYING FOR CREDIT USE THIS NUMBER IN PLACE OF THE SS # BUT MARK "D&B " NEXT TO S.S. # SO THEY WILL KNOW THIS IS BUSINESS CREDIT. 3 Starting From Scratch No Credit History WHAT IS CREDIT?

Credit, plain and simply put, is the creation of debt. Many years ago, going into debt was considered taboo. If you got to the point where you had to borrow money, you were looked upon with shame. It didn't matter what the particular incident was that drove you to this shameless act; the end result was the same. You were in debt, and that was not the thing to be.

Today, it is not at all uncommon to have a billfold or purse filled with perhaps dozen or more credit cards. As a matter of fact, this great land of opportunity is practically run on credit. With the cost of housing increasing along with the cost of food and merchandise, it is understandable why credit is needed. Today, borrowing is "in" People ranging from ~'Yuppies" to the retired proudly flash credit cards such as Visa, MasterCard, Discover and American Express at the checkout counters. WHY NOT JUST PAY CASH?

Back In the good old days, the "American Dream" was to start your own business or purchase your own home, and then work towards the day that you could invite all of your friends over for a "bum the mortgage" party, upon your final payment. The intention was admirable, but the reality is, very few people were ever able to throw such a bash. In fact, the average American can't pay cash for a car, let alone a house, without many months, or in the case of a house, years, of saving. 4 Chapters I

Today, most people are willing to pay an increased amount, via interest; to have their car or television set right now, rather than wait until they have saved up enough to pay cash. And with every payment made, the borrower is building a relationship with the lender that could literally make him rich, one day. If a good business opportunity comes along, or an emergency occurs, chances are it would be gone by the time you could go through the banking system and receive your loan proceeds. "Cash"

This situation is easily remedied if it possess you any major credit card, by means of an advance" It is easy to come up with thousands of dollars in a matter of hours if you have several MasterCards or Visas. Later in this book you will learn how to obtain literally hundreds of different MasterCard/Visa accounts. Each- Visa or MasterCard has a pre-set cash advance amount. This amount, usually anywhere from ten to fifty percent of your credit limit, may be obtained, in cash, at any bank that accepts MasterCard or Visa. You will also learn how to get 100% of your limit, in cash, out of every bankcard you have. This simple method has never before been revealed. DO I ALREADY HAVE CREDIT?

If you have ever applied to purchase an item on an installment plan, you more than likely have a credit file already set up in your name. Even if you never completed the purchase of the product. Aside from the large companies who maintain subscriptions to the credit reporting agencies (C.R.A.'s) there are many other sources often overlooked as secure credit references. Utility companies, telephone companies, small auto dealers who do there own financing, rental and lease companies, as well as your landlord, are just a few of the references you could have added to your credit life, provided you always pay on time, as solid proof of your credit worthiness.

Almost any credit reference may be added to your File simply by furnishing you local credit bureau with the name of the credit grantor along with the account number, address, and a check for usually between \$3.00 and \$7.50 per entry. They will then send out credit verification letters to those references you provided them with, add it to your file, after verification, and forward you a corrected copy of your report. If your creditor is not a member of a credit-reporting agency, the C.R.A. will not list them in your file. However, you will read later in this book, how to add such creditors by having a consumer statement added to your file, in which they can be mentioned, along with you payment history information. This is a neat way to come up with established references.

But don't worry. Even if you just moved out of a cave have no running water, electricity, appliances, or car, you will still have AAA + credit if you follow the information provided here. 5 CREDIT: WHERE DO I GET IT?

Take a good look at your current monthly obligations and determine if any of them could be used as credit references. As mentioned, all positive credit accounts should be used as beginning credit references; however, the more conventional credit references will be your bank, savings and loan, or credit union, all of which can offer you a variety of loans including home improvement loans, mortgages and credit cards such as MasterCard and Visa. Also, new car dealers, department store charge accounts, oil company credit cards and travel and

entertainment credit cards such as American Express, Cart & Blanche, and Diners Club should also be added to your credit file if you already possess them and have a good payment history.

If you take a good look around, you will find that you can purchase just about anything you need or desire, be it a fur coat or a trip to the dentist, on credit. Yes, even doctors and dentists, as well as supermarkets and many other "uncharged territories" are realizing and capitalizing on the "credit wave" The Sources of credit are endless. If you are in business for yourself, I'm sure you know there are thousands of merchandise vendors, all anxious to sell you their merchandise on credit, provided your company or store has a positive track record with some other source of credit.

At this point you may be thinking to yourself "How am I going to show a proven track record when I have no credit?" Do you need credit to get credit? NO! You will read later how to open credit accounts with banks, savings and loans, and credit unions as your very first lenders. **BENEFITS OF CREDIT BASIC**

The basic benefits of credit are obvious. Credit enables you to have that new television set or refrigerator you have been dreaming of, but just when you almost had enough money saved to purchase it, along comes misfortune to take part of your funds, if not all of them away. Without the benefits of credit most of us would have to rely on a friend or perhaps the area rapid transit authority just to get around town. Credit enables us to buy "more car" then we would otherwise be able to purchase. And, if you ever plan to stop paying somebody else's mortgage payments (renting), credit, whether yours or someone else seem will make it possible for you to own your own home. Aside from a new car or home, credit will afford you the luxury and convenience of purchasing goods from a seemingly endless list of department and specialty stores. **FULL BLOWN**

Now come the "creative" benefits of credit, all of which you are going to learn to master. In a relatively short time, with-the help of this book. Once you have established yourself as a good credit risk and have acquired your first MasterCard or Visa, you are ready to master what I call "plastic leverage", if you so choose. You can benefit in many ways. Let's suppose you just received your first MasterCard and it has a credit limit of \$ 1,000 with a cash advance amount (cash you can withdraw From the bank) of 25% or \$250. You will learn how to get a 100% cash advance rather than the measly 25% they set as your maximum. You will learn how to turn that one card into a dozen, a hundred or more if you choose.

Each with a credit lime of \$10,000 and higher. Are you starting to see the "full blown" benefits? This alone would put \$100,000 in your pocket at the snap of a finger. Of course, you wouldn't want to run out and buy a Lamborghini, You could if you wanted to, but it sure wouldn't help you make your monthly payments. The Idea is to use the money to make money without parting with it permanently. You wouldn't last very long if you just went out on a buying spree at the local mall. These benefits are just the tip of the iceberg, and will be fully explained later in this book. Right now I Just want to make you aware of the fact that credit cards can be used to make money for you, just as they can take money from you. **HOW DO I QUALIFY FOR CREDIT?**

There are many different types of credit, which are available to you. The purchaser's qualification requirements will vary with each lender. A mortgage company, for instance, works on "debt to income" ratio, which simply put, means that your proposed mortgage payment cannot exceed a specified percentage of your monthly net income. In contrast, the ~'The Point system''

The majority of department stores' qualification requirements are based on a point system. This assigns a numerical value to the pertinent questions on the credit application, such as length of residence, length of employment, and so on. Once each category is graded they will use this score & will then be used to determine whether or not your approved.

THE POINT SYSTEM -- HOW DO I RATE?

Although many large department stores are known to use a point system in scoring your application, they are not the only ones to use this method. Point scoring systems' use is widespread with many banks as well as other lenders and even the large travel and entertainment credit card companies scoring your application in some way, when you apply.

Take a look at the different scoring methods included in your package. Notice the differences in numerical value assignments. Add up John Doe's scores. These are just a few of the different scoring systems in the works today. Even though their assigned values differ, our John Doe still comes out approved for his loan. On the next two pages you will find the same score sheets, only blank. Take a minute right now to answer the questions to see how you currently rate as a credit risk.

THESE ARE SIMPLY SAMPLE POINT SCORING SYSTEMS USED BY BANKS AND OTHER INSTITUTIONS WHEN GRANTING CREDIT. STUDY THEM WELL! SCORE SHEET 1

JOHN DOE'S STATISTICS Let's take a look at each individual category and see how John's score arrived at + 8 on score sheet 1.

Age -- John is 31 years old, thus a grade of +2 **Marital status.** John is also single, for a grade of 0 **Plus--** John does have a home phone - grade 0 **Number of Dependents--** John has no children, thus 0

Residence--- John rents an apartment. He's lived there for six years. + 2 **Time on Job --** John has also been employed for six years in the same job, + 2 **Type of employment--** John is a taxi driver, for a grade of -3

Spouse's employment - this question does not apply to John, as he is single. **Income weekly--** John earns \$250 per, WEEK +3 **Income Monthly-** John earns over \$ 1,000 per month, and +3 **Annual income-** John earns over \$12,000, annually +3

Monthly Obligations-- John's car payment is \$165 per month -2 Credit History--- John was late on his car payment one-time -2.

So. As you can see, John's grades add up to a total score of + 8 which Is a high enough score to merit the granting of credit to John, based on his past performance in these areas. JOHN DOE - SAME STATISTIC - SCORE SHEET 2

This time, John's score adds up to 234. Notice the first score that John scored + 8, which was right at the point of approval? With score sheet 32 John's score of 234 is well into automatic approval. Also notice the direction that each of the first two Score sheets take. Score sheet number one appears to be more interested in income where score sheet number two seems to be leaning towards past credit performance. 8 WHAT IS THE POINT OF A POINT SYSTEM?

Have you ever stopped to think how many tens of thousands of credit applications are processed daily? If you have experienced those busy signals and that feeling of helplessness created by being put on hold while trying to get to the bottom of a billing mistake with your creditors credit department, the answer is simple. There just aren't enough credit counselors available to tackle the huge amounts of credit requests, credit inquiries, or the numerous other consumer related questions on a one-on-one basis. Enter the creation of the point system.

Point systems can be graded faster without having to personally go over every piece of information on the loan application. Point systems are created to score the areas of interest to a specific creditor. You will find, as you have just read, point systems will vary from lender to lender. The point system not only effectively weeds out those who are not up to specific standards but they also save the lenders an enormous amount of money as well as time and paperwork. General Electric Credit Corporation, as well as Credit Management Association in New York are just two of the many companies who put together systems for lenders based on individual needs.

Out of all the questions that are asked on a particular credit application, six to eight of the questions will generally tell the tale of the person applying and whether or not they would be a good credit risk. It after scoring yourself you find you come up Just bits short of approval don't worry. Many of the banks and other lenders use the point system as a guide, and there are loans being made every day to individuals whose score was lowered by unusual circumstances.

Remember, this is only a pre-score to see how you rate. You can work on any areas that may need improvement, to try and insure that when the real scores come, you are right at the top. I Score sheets #1 and #2 are in the typical style that would be used by department stores and banks. Score sheets #2 and #3 are the type most used by finance companies, second lien mortgage companies as well as banks and savings and loans looking for real estate backed, long-term Investment.

These short 'do it yourself' applications are also widely used by companies offering loans by mail. You may also see one occasionally in your local newspaper. Whenever you come across one, take a minute and fill it out for your own time-to-time self check. If you find you are lacking in a particular area, this is the time to work on correcting it. Always try to solve the problem before it becomes a real problem. **9 WHAT DO LENDERS LOOK FOR?**

Residence- The typical lender is looking for a person who shows stability. It's not so much whether you own or rent, as it is the amount of time you have lived in your home. Granted, ownership will give you an extra point or so but a person whom pays rent has lived in the same house for 4 years would stand a better chance of approval than the person who just purchased his own home, and has just moved in. Length of residence is very important.

Employment- Here again, it's not necessarily the type of work you do but more the length of time you have been doing it. A Restaurant manager may be employed for several years at a single location, while a construction worker would have worked several locations over a couple of years. Would the construction worker have as good of a chance as the restaurant manager as far as qualifying for a loan? Certainly. Because he has been in the same line of work during that time. Now, if the restaurant manager and the construction worker were to trade jobs, neither would be likely to get a loan approval, until job stability in their new line of work could be shown.

Income and Obligations - The main factor in determining loan approval is the ability to repay the loan. The amount of income you bring in and the amount of your current obligations will dictate the maximum amount of credit you can receive. Naturally, if your monthly income is \$1,000 out of which you pay \$500 for rent and \$100 for utilities you would not qualify for an automobile loan payment of \$300 because you would only be left with \$100 to purchase clothes, food, and other necessities, not to mention gas and oil to put in the car. If you were able to arrange this loan through a 'loan shark' or a similar lender, you might just find yourself living in your new car! Most lenders like to see you have at least half of your monthly paycheck 'free and clear' from obligation AFTER any credit advance. Obviously, this leaves plenty of room for emergencies and assures the loan off iceberg that you are not over extended and should be able to pay, bar any catastrophe.

Other income- also important the list on your application for credit is any other income, which is verifiable that you are currently earning, or will be earning within the pay back period of your proposed credit request. Alimony as well as child support is considered a legitimate source of income, and should be added to your monthly income. Also don't forget to report Social Security earnings, retirement earnings, certificate of deposit interest earnings, earnings on stock certificates, rents collected from Income producing property, etc. Any money that will be coming into you possession any time in the near future should be listed. Every penny counts.

Banking Relationship - A common sign of instability is the lack of a personal checking and/or savings account. IF you have neither don't waste your precious time and energy inquiring on your credit file. IF you don't have a checking account, how are you going to make your monthly payments? With a money order? A sure sign of instability and no credibility. IF you

are applying for, consumer credit other than a credit card through a bank, they may require you to open an account (savings, checking, or both) or until you have other accounts elsewhere they may even require that you do your major banking with them.

Telephone- It is also somewhat inadvisable to seek credit if you do not have a home telephone. No phone is another red flag that says "they must have just moved" or "they can't even pay a phone bill. How are they ever going to pay us?" Even though this may or may not be the case, this is what they will think. The same applies to a phone at your employment. Without a phone, how can they reach you if you are late with a payment?

Personal Property- As you move up in the financial world you will begin to acquire assets. Assets are things of monetary value that you own. Real estate, stocks and bonds are assets. Personal property is also an asset. It can include furniture, appliances. A boat, a coin or stamp collection, just about anything that could be sold to bring in cash of any amount to your estate. Your clothing is part of your personal property, but clothing is not the type of asset the creditor will be looking for on your application. If you have no credit history and are trying to obtain a personal loan, you will more than likely be required to pledge some of your personal property as collateral for the loan. A television console, stereo system or your washer/dryer may be suitable, depending on its discounted re-sale value versus the amount of the requested loan. If there is a place on the credit application for you to list the value of your personal property, by all means fill it in. The amount of value you place on your property need not be documented ... an educated guess will suffice. Be aware though that because personal property is somewhat unverifiable, lenders will generally heavily discount the figure you put on your application, no matter how accurate it may be.

Purpose of Loan - You may feel that it is nobody's business but your own, what you plan to do with your loan proceeds; however, the lender, particularly banks and savings and loans must know the purpose of the intended loan. Quickly approved purposes include, but are not limited to the following:

Automobile Purchases, Vacation, Home Improvements, Dental Work, Kitchen Appliances, Furniture, Continuing Education, Emergencies, Funeral Expenses

You should have a good reason for the extra burden you seek by way of new monthly debt Installments, however, who's to say that once you leave that bank, a good business opportunity is not going to be lurking just around the corner? Once the money is in your hand, it is possible that you could change your mind on where the money is going. The end result is the same. The debt will be paid as agreed in your contract. I would also like to add at this time that obtaining a loan under false pretenses or with the intent of not repaying (fraud), is a violation of Federal Law (a felony), punishable by a fine up to \$250,000 and/or 5 years in the Federal penitentiary. I would certainly not advise you to mess with the "loans" IN A NUT SHELL. All in all, when a lender extends you credit, they want to be as certain as possible that you will: 1. MAKE YOUR PAYMENTS ON TIME. 2. USE THE PROCEEDS FOR A GOOD PURPOSE. 3. CONTINUE A PROFITABLE RELATIONSHIP WITH THEM. 4. HOPEFULLY BRING THEM MORE BUSINESS VIA YOUR FRIENDS. THE APPLICATION

On the following pages you will find actual copies of applications of MasterCard, Visa, American Express, Carte Blanche and Diners Club. Later in our chapter on mortgage loans and creative real estate purchases, we will introduce you to the mortgage loan application. Right now though, let's go over the MasterCard/Visa premier application. Notice that the premier version of the MasterCard/Visa has a minimum annual income requirement of \$25,000. The premier card is more prestigious and carries a higher credit limit, versus the regular MasterCard and Visa, and should only be obtained after obtaining the regular cards.

Personal Information- Credit bureau computers contain tens of thousands of. Both personal and company credit files. The individual social security number lists personal files. Business files by company name. Name and date of birth. Notice the box asking where your statements should be sent. If you are applying for a personal card, have your monthly statements sent to your home. Statements for a business credit card account should be sent to your business address only. Whatever address you put down on your application will automatically be added to your file as your current address when the proposed lender pulls your credit file.

Income Information -- You will always hit a snag wherever you apply for credit if you are self-employed. Lenders will demand everything from checking account statements for the past six months to the last two years income tax returns. And if you are a shrewd investor and have sheltered your income well, you will naturally show a loss on your returns -- no income, no credit. Being a partner is the same as being self-employed. If you own your own business, your best bet is to incorporate and become a stockholder and officer of the corporation. With a salary equivalent to your company's net profit. Then you become a salaried employee of the corporation and not the owner of a business.

A solid business address is also very important. It might pay to get an answering service to provide you with permanent business mailing address and have all of your business related mail sent there. I have had a permanent address, which I do not reside or work at, for over nineteen years. Stability is the key. If you are not self-employed, you will not need this. Don't forget to list your other income and remember your best bet is to have an established checking and savings account. As you look over the application, it should be easy to see which questions would be scored and how the score sheets fit together with the applications. Now you are ready to start building your credit. To obtain a Carte Blanche Credit Card Application call 1-800-525-9135 Proven Methods For Re-establishing Your Credit
STARTING A CREDIT FILE

Each year literally hundreds of thousands of consumers are turned down for a credit request because they have no record on file at the local credit bureau. How can I demonstrate my credit ability if no one is willing to take a chance and be my first creditor? I have personally been asked this question at least 1000 times before, and my answer remains the

same today, as it was when I discovered it for myself, over a decade ago. "You can. Fact. Is there not a mortgage company or a department store and certainly not a bank out there who is going to "test the waters" with you by being the first to lend you several thousand dollars without some guarantee or security to protect them in case of default. Well, right now you're

going to "earn" seven super credit references to start your file with, and by the time you have "paid them off" (90 to 180 days) your credit will be strong enough. For your eighth piece of credit, purchase a \$ 250,000 (quarter of a million dollar) home, as long as you can make the payments. Don't worry; we're going to show you how to deal with that too, a little later. By the time you finish this chapter, you will have three bank loans, a department store credit card, an oil company credit card, a new loan and a MasterCard and Visa credit card, all to use as your new credit references. So let's go! **THREE BANK MANEUVER**

Have you ever noticed on a loan application how many credit references it asks for? The answer is three. This credit builder was designed with that in mind and the three references it creates work quite well by themselves, but when used in other credit builders in this chapter, your new credit rating will be impeccable. 1, as well as thousands of others have used this method with great success and I am sure you will too. For this credit builder you will need some working capital to start with. It can be done with Anywhere from \$500 and up. This money will not be spent. It will be used to open several savings accounts and will also be covered by the FDIC while it remains safely in the bank. You will only need the money for approximately 180 days, so keeping this in mind, if you do not already have the money; you can borrow or raise it with one of these methods:

Borrow From Relatives, Friends, Cash Value Insurance, Policy Employer Profit Sharing Or Raise Cash Via Garage Sale or Babysitting Part-time Second Job Sell Your Junk Car Sale Baked Goods to Neighborhood Store Employees.

Or any other legal way to obtain the needed funds. Moonlighting on a part-time second job would be ideal and remember, the money is not going to be spent, so if you earn it moonlighting, it will still be yours when you are through with this credit builder.

Let's assume that you had a little spare cash and you took a job at a nearby restaurant as a waiter person to help raise it up to \$ 1,000 (one thousand dollars). **LOCATING YOUR BANKS**

Our first step is to locate three banks, savings and loans and/or credit unions, within a close distance to your home or place of employment. We will label them Bank A, Bank B, and Bank C. You can use the bank where you currently have a checking account as Bank A. What we are going to do is go to Bank A and open up a savings account with our \$1,000 nest egg. This should be an interest-bearing passbook saving account at as high an interest rate as you can locate, however, it is very important that you do not lock your money up by purchasing a certificate of deposit. This maneuver requires that you make several deposits and withdrawals. If you tie up your funds with a "C.D." you will not be able to do so. O.K. here we go. First we locate our three banks. Bank A, Bank B. Bank C. We are going to open our first savings account at Bank A, where we "win" a nice "prize" just for choosing their bank. Watch your newspapers for banks offering "incentive gifts" for new accounts. You can pick-up anything ranging from a toaster to a savings bond, in most cases. We now leave Bank A with our new passbook showing our balance at \$1,000. This is a regular account and we may add to or withdraw from our balance without any restrictions.

We are going to wait 3 days at which time we are going back to Bank A. Call and let your loan officer know that you would like to chat with him/her about possibly obtaining a loan, and ask when it would be a convenient time to get together. Take your passbook with you and when you meet with the officer inform him that you have \$ 1,000 savings in "his" bank and though it's not an emergency, you have (for instance) decided to have a little cosmetic dentistry work performed on your teeth and being as you just opened your account, you would hate to close it, so as an alternative you decided it would be better to borrow the money and use you passbook as collateral.

This is called a passbook loan. It is 100% secured by the best kind of collateral. CASH! You usually can borrow only 90% of your balance and you want to make sure it is amortized of 6 - 12 months, depending on the amount, with monthly payments. It must be an installment loan and not a 180 or 365 day loan which has no monthly payments and is all due and payable in one lump sum at the end of the so called "loan" This type of loan will not help you build your credit because it will not show a payment history. No credit is needed for this type of loan due to the collateral, which secures it.

This type of loan is great for re-establishing good credit after bankruptcy, judgments, repossessions, etc. So we get 90% loan on our passbook, which is \$900 (nine hundred dollars). BANK A \$ 1,000 deposit, wait 3 days then make a \$900 loan BANK B \$900 deposit, wait 3 days Then make a \$ 810 loan BANK C \$810 deposit, wait 3 days then make a \$729 loan

Let's say the interest rate that we have to pay the bank is ten percent (10%) per year. On nine hundred dollars (\$900) loan we would pay ninety dollars (\$90) simple interest. So the total amount we owe the bank is equals: - $\$900 \times 10\% \text{ interest} = \$90 \text{ interest}$ \$990 owed. Added to the \$900 principle -

If our savings account were earning us 6% interest, our net cost of the loan would be only \$130 (3%). Our payments would equal $\$990 \div 12 \text{ months}$ or \$83 per month.

Now our next step. We take the proceeds of our loan (cash the check before you leave the bank so no hold will be placed on the funds at the next bank) go to Bank B, where we repeat the same process.

Do the same thing as we did with Bank A, only this time our loan amount is 90 % of 900. For a new loan amount of \$810. When you get a loan, the bank will "freeze" your accounts so that (your savings) cannot be withdrawn; however, each payment you make will unfreeze an equal amount (less interest), which can be withdrawn. We now take the \$810 and repeat the same steps with Bank C. Our third loan will be 90% \$810 for a loan amount of \$729. All the loans are 12-month installment loans:

Savings Balance \$1,000 Savings Balance, \$900.00 Savings Balance & \$610.00 Loan amount \$900.00, Loan amount \$610.00, Loan amount \$729.00, Payment amount \$83.00 Payment amount \$74.30 & Payment amount \$66.83

By the time you receive your third loan, approximately 2 weeks as passed. Your first payment on Loan #1 is not due for 2 more weeks. Loan #2, 2 weeks (approximately) and Loan #3, But we are not going to wait to make our first payment. Two weeks after your last loan, we take our loan records, \$729, and we make our first payment on loan one- week early). After making this payment we are left with \$646 (729 minus \$83). When we made our \$83.00 payment all \$7.60 of it was unfrozen in the account. \$83.00 - \$7.60 interest \$75.40 principle. We then wait three days and make our first payment on our second loan and do the same for our third loan. We repeat this process two more times (3 days wait) and buy the time you make your third payment you will actually have 2 months ahead in payments. You simply withdraw the amount of cash that has been unfrozen in each account and use it for your remaining payments. Keep repeating this process until loans are paid in full. After your third payment, start making the remaining payments on their due dates. This will keep you constantly two payments ahead. - -

After your third month, you will have all the references you need to make a non-secured signature loan, but we are not through yet, because we want mega-credit. I also want to point out that your should keep making Installment payments on these loans until each loan is at least 6 months old.

When your loan is six months old, you will have made eight payments. At this time withdraw the "unfrozen" cash from each account, one at a time starting with Bank A, pay off your loans in full. The end result Is that you acquired 3 banks loans in various sizes, kept your payments at least 2 months ahead, and paid the loans off four months early This looks extremely impressive on your credit file. This piece of credit ended up costing you: -

\$900 loan x 10% Interest \$ 1,000 savings earning 6% interest Actual cost of credit \$ 30.00
Bank A \$ _90.00 - - \$+60.00 - Bank B

\$810 loan x 10% Interest \$900 savings earning 6% interest Actual cost of credit \$27.00
\$81.00 - - \$+54.00 - - Bank C

\$729 loan x 10% Interest \$810 savings earning 6% interest Actual cost of credit \$23.30
\$-72.90 - - \$+48.60 - Cost of credit - total out of pocket expense \$80.30 But wait, don't spend that money yet, Let's move on to our next credit builder. GET A DEPARTMENT STORE CREDIT CARD TODAY

How many times have you shopped at a department store and while everyone else around you paid with a store credit card, you fell less than a whole person because you paid with cash. Maybe you had no credit experience, or your credit was tarnished by an incident in the past. This credit building method is perfect for starting a credit file and even works when re-establishing credit after a bankruptcy or judgment.

When you finish this "credit master" method, you will have your very own "department" store charge card and will be ready to move on to our next credit builder. We are going to the local shopping mail to locate a store, which is neither too large nor too small. A medium sized (national store), which offers jewelry and assorted merchandise. Perhaps there is a

Montgomery Wards, O.G. Wilson or similar store you can choose. When building my own credit I found there were several national jewelry stores in our local mail. From my personal experience as well as others I have "walked" through the credit building process. The largest store is not the one to choose -choose the second best known store to approach for this method. The more well know national jewelry stores were only interested in opening accounts for customers who maintained an already high credit rating. But that's okay, because I found the same item at their competitors for 25% less anyway.

Once you locate a medium size store of your liking, go in and browse around. Your best bet in to go to the jewelry department and pick out a nice watch or nugget bracelet for around \$400. Remember the object of this method is to leave the store with a new credit card account to add to your growing list of credit. If you purchase something other then a watch or a bracelet, you must make sure it is something returnable. Some articles of clothing as well as items on sale, etc. are sometimes "sale-final" or not returnable. You don't want to get stuck with something you can't use.

We'll say after browsing you located a nice 14K gold nugget bracelet. The price is \$400. After trying it on, you decide to purchase it. Inform the sales person to write a sales ticket on the item, and that you would like to charge the purchase, at the same time applying for the store credit card. There is no reason to feel apprehensive about applying in this manner. Thousands of department store credit cards are issued in this manner everyday.

To guarantee your credit approval inform the sales person that you wish to put \$300 down on the purchase, thus you are asking that only 25% of the purchase be on credit (\$100). In most cases, the \$300 you are putting down more than covers the store's wholesale cost and they would more then likely still realize some profit in the event of your failure to pay. Therefore by opening your credit account, they have very little to loose and a new interest paying customer to gain.

You will have to fill out one of their credit card applications, and they will also pull a credit file on you while you wait. It usually takes about 30 minutes to one hour so you might want to look around in the mall and check back with them periodically. If you followed the steps listed in the "three bank maneuver", you will have three excellent ones (all they ask for) to put on your application along with your 75% down payment you stand a 99.9% chance of approval. Once you are approved, an account number will be issued to you. Sign the receipt and leave the store wearing your new nugget bracelet, mission accomplished. CREDIT CARD COST

Sure I have a new credit card, but it cost me \$300.00. We are not through yet. Remember, I told you, to make sure you purchase an item that is returnable? That is exactly what we are going to do. Certainly it would be nice to keep, but do we really need a \$400 bracelet? Can this bracelet help us achieve our intended goal of financial independence? NO Granted, it is one of the very important steps to mega-credit, but you need to realize that once we create a credit obligation, it will only take away from your borrowing power, until it is paid. Therefore, once it is created, and has served its purpose of credit improvement, it must be

satisfied, entered as such on our credit file, and put away until needed as a reference for your next credit endeavor.

When you return to the store, tell sales person (for instance) that the chain fell awkward on your wrist, or perhaps it is too gaudy. Don't wait any longer then 3 - 5 days to return it. Inform the salesperson that you would like to browse a while to see if there were something else you would be interested in. At this point, look for an item in the \$70 to \$100 price range.

It would be preferable if you choose something you need versus something you want. A nice pen and pencil set or perhaps a wristwatch. We'll say you decide on a \$75 timepiece. Give the salesperson your bracelet and receipt and assure him/her that the wrist watch was perfect. They will then issue a refund of the \$300 cash down payment you made as well as credit your account "paid in full" They will draw up another receipt for your watch, and charge the \$75 to your account. This time you leave the store with your original \$300 cash. in your pocket, a new watch and you still have the charge card and the account. Notice the credit statement on the next page. Payments made and credits to the account go in immediately. In effect what this means is that the credit department does not distinguish between payments and credits. The only people who know that you're returned this merchandise are the salespeople. When a prospective creditor looks at your credit file, this account will show paid in full.

On your second purchase, wait for your monthly statement to arrive showing the balance due on your watch and immediately take the statement and your check for the balance due to the store where it was purchases and make your payment. You now have a department store credit card with \$100 credit as your fourth piece of credit. Total cost for this piece of credit Watch Purchase Price \$75.00 One month interest \$1.14 Total \$76.14 OIL COMPANY CREDIT CARDS NOW

Your fifth piece of credit is a breeze. There are many different oil company cards to choose from. I suggest that you only apply for one. With your credit you won't be turned down. You should also pick a company, which has a food mart. The majority of the old "service stations" selling only gasoline and repair work are gone, replaced by modernized versions with self serve gas pumps and merchandise ranging from beer to baby diapers. You never know when you might need a diaper or a gallon of milk. This time when you fill out the application leave off one bank reference and replace it with your department store credit card. Diversity A NEW CAR LOAN GUARANTEED If you have followed the previous methods, you now have very strong pieces of credit:

1. Bank Loan \$900 2. BankLoan\$810 3. Bank Loan \$729

4. Department Store Credit Card 5. Oil Company Credit Card

All references show a positive payment history. It's now time to make your biggest credit purchase in this credit-building course. With your newly established good credit you could walk into any dealership and purchase the new car of your choice. Now is when you must practice discipline because you bit off too much last time when you bought that \$50,000.000 Mercedes on impulse. Don't be in a hurry; you'll be driving a Mercedes within the next year

or so, after you have acquired a means (we are going to show you how later) to pay for it. This is a very important piece of credit because in the average person's life, a car is the second biggest investment they will ever make, next to a home.

Although it is not necessary for your file, it is definitely a lead in to a home purchase. There are many automobile dealers in all that offer first buyer plans" Plans vary with each dealer but basically if "you have a totally blank file or good credit but never an automobile purchase, you are automatically qualified for a loan. Dealers usually single out one or two specific models that they use which are most of the time, their lower cost automobiles. For instance, today I saw a Chevy dealer in Dallas offering a 2001 model to first time buyers, and a Ford dealer offering a 2000 model on a similar first time buyer plan.

At this point we want to stay in a moderate price range with monthly payments around \$160. Be sure to read your purchase contract and be certain you are not paying an outrageous interest rate. Also make sure there are no hidden add-ons to the price, and don't let yourself be talked into one of those new 66-month loans. You want to break even on the car when we trade it in for our sports car later in the year.

Remember, if you have the ability to pay for it, your credit is strong enough to buy any car of your choice, but all it will take is one late payment to bring your new credit power crashing down, forcing you to start the entire process over again. I'll never forget the euphoric feeling I felt when I was approved for the first brand new car I ever purchased. A Guards Red Porsche 944. Believe me when I tell you credit is the most Important asset you will ever possess. GET A MASTERCARD OR VISA TODAY

At this point in your credit-building venture, if all payments on your new credit accounts have been made on time, the chances are good that you could apply for and receive an unsecured MasterCard or Visa credit card. Since you are building from scratch, and are following this carefully detailed plan on building good credit. Last your references may not have been reported to the credit agency as of yet. You will learn at the end of this chapter how to have your new references added to your file, but until you know for sure that your payment history is in fact part of your file, you should not attempt to apply for an unsecured card. If you did apply for and receive a MasterCard Visa (unsecured) so early in your credit building plan, the chances are good that your credit limit would be small - -

\$500 or less. This is not good enough for you when you apply and are approved; you want to get as high a limit as possible. So, first we're going to get a secured Visa or MasterCard and then use it to get an unsecured card, by demonstrating our credit worthiness.

There are hundreds of banks, savings and loans and credit unions in cities all over the United States that offer MasterCard and Visa. All they require is that you put up a savings account or certificate of deposit to pay off your card in case of default. Make no mistake; just because you have cash in the issuing card's bank does not give you the right to pay late on your statement. If you do, it will be shown as a late pay on your credit report, and all of your hard work creating your credit history will have been for nothing.

I suggest that you get out your yellow pages and start with the lending institutions in your city or state. Call them to see if they have secured cards available, and if so to send you a copy of their requirements (very liberal in most cases) and an application. Or, look for an ad like the one on the next page in your area newspaper. Better yet, call the one listed here. Most of the lenders require that you open an account or purchase a certificate of deposit anywhere from \$500 to \$2500 and place it as collateral for your credit card.

Once your card is issued the funds will be placed on "hold" and remain that way until released by:

1. Surrendering your card 2. Demonstrating a good payment history

The lender will give you a line of credit for anywhere from 50% up to 100% of your deposit. Naturally, you should seek a satisfactory lender offering 100% credit line, before jumping on one offering only 50%. If you locate a lender today in your area that offers the secured cards, you could take the \$1000 you are using to build your credit, open a savings account and perhaps even be issued your new bank card account number today, with a \$1,000 credit limit. You will also be earning interest on your savings account or C.D., which will offset some of the interest you are charged on your monthly outstanding balance.

Each lender may charge a different Interest rate depending on its particular in-house policy. Shop around before making a final commitment. Once you acquire a secured MasterCard or Visa, it will be easy to obtain an unsecured card as long as you maintain a good payment history.

No one except the Issuing bank will know that your card is secured, and like it's unsecured cousin", it can be used at thousands of locations worldwide including car rental agencies,

Hotels/motels and restaurants just to name a few. Have fun, but always make sure you need what you charge, and pay for it promptly when the bill arrives. GETTING UNSECURED MasterCard AND VISA CREDIT CARDS

Once you have obtained a MasterCard using your savings passbook as security your immediate goal is to get you savings released so that your secured MasterCard or Visa becomes an unsecured MasterCard or Visa. The best way to do this is to use your card frequently and within \$50 of its limit, paying your bill promptly after receipt of the statement. Of course, if your limit is \$1000 you more than likely don't have \$950 to blow every month and if you did, it wouldn't be a wise thing to do. One way to get your savings released is to build a good credit reputation with your secured MasterCard and have the account added to your credit file (see end of this Chapter) then apply for a Visa card through a different bank than the one which holds your secured account. Once your new Visa arrives, approach your banker and ask that your savings be released from security. if you have made several purchases with your credit card and have never had any problem with your payment history, you should have no problem getting your savings released. If your bank refuses, politely turn in your MasterCard, close your savings account and build your payment history with your

Visa card. Once established apply for a MasterCard at the same bank that holds your Visa.
BUILDING A PAYMENT HISTORY

If you do not use your credit card, the bank will not have any payment history to report to the credit agency when you ask that is added to your file. With out a payment history, you might not get approval for a second card. Also, keep in mind that once you have made several purchases on your MasterCard, and you ask your payment history to be added to your file, the reporting bank will inform the credit agency of your highest credit amount, and whether your account has ever been past due or not.

If your highest charge amount was \$250 then this amount will be added to your file - not very impressive. This is why I suggest you make at least one purchase within \$50 of your credit limit. If your limit is \$1,000 locate an item in the \$950 price range, purchase it, take it home an enjoy it for 3 or 4 days and then return it (don't lose your receipt) for a full "credit" to your credit card.

The store where you purchased the item will have to issue a refund. This will show your account paid in full.

When your credit card arrives in the mail, the information card that accompanies it will list "cash advance" amount. This amount is usually 25% to 40% of your credit limit, which

you can have advanced to you in cash at any local bank currently offering MasterCard or Visa. In our Advanced Credit technique chapter, you will learn how to receive 100% of your line of credit in cash versus the regular 25% - 40% and they will not show as cash advances on your statement. Upon arrival of your card, go the local shopping mall and purchase an item at 95% of your line of credit. Once again, make sure before you buy it, that it is returnable. Wait 3 to 5 days and return it for credit. Wait a week or so after you return the item and go to a bank and get a cash advance within \$50 of the available amount. Never allow your card to become 100% or more charged, as going over your limit is almost as being delinquent and charging 100% is too close to going over. When your statement arrives it will have a balance due of \$250, which can be paid in full of via monthly payment' (amount varies according to interest rate) and payment/credit of \$950. Immediately pay the entire balance due (\$250) with the cash advance money you received at the bank.

Wait 3 or 4 days after you mail your payment off and make another purchase of \$150 to \$200. This time try to purchase goods or a service, which you were going to have to get this month with or without a charge card. Do all of your grocery shopping for the month in one trip to the store, or make that trip to the dentist you have been putting off. No cash advance this month. Instead, wait for your statement to arrive showing your balance due, add \$25 to what you need to pay off your account, and get a cash advance for this amount. Convert into a check for the amount (entire amount, not monthly payment) leaving the difference (\$25) in you account and make your payment.

One more time go out and find an item (jewelry is easy to return and carry) in the \$700 price range. Don't exceed your 95% of credit -- \$700 + 225 cash advance \$925.00. 95% 950.00.

Enjoy the "toy" 3 or 4 days once and once again return it. When your statement arrives pay the \$225 due with the cash you would have paid the dentist with the month before. Now, you have a MasterCard account added to your credit file of \$950. - - -

Your credit file will reflect a AAA + payment history, with a high credit of \$950. Choose a bank from the list of over 500 banks, savings and loan and request a credit card application for the card you don't have (MasterCard, if you have Visa, Visa if you have MasterCard). And fill it out using one bank, one department store and your current bankcard as references. When they pull your file at the credit agency they will see your credit history including the references you didn't have room to list on the application. When the new card arrives, approach your banker for security release on your old card as mentioned earlier or cancel. Now review your credit references: I Bank Loan I Bank Loan I Bank Loan

Department Store Charge Card, Oil Company Charge Card, MasterCard (unsecured) Visa (unsecured) 23 INSTANT CREDIT

Once you acquire a MasterCard or Visa, by a secured saving account or by building a positive credit history you are eligible for "instant credit". Instant credit is available at many local department and specialty stores. Look at the fine print in many department store advertisements and you might see instant credit mentioned, if not, get out your yellow pages and look under "department stores"

You will be pleasantly surprised at the number of stores that will open a credit account for you on the spot simply by showing your Visa or MasterCard. Stop and think. You could have up to \$500 in a savings account tomorrow and use it as security for a MasterCard, take the MasterCard to the mall and acquire several more credit cards with which you could go on a major shopping spree. Just remember that you will have to pay for your new "toys" when the bill arrives in the mail.

Alot of stores offers instant credit during the Christmas shopping season to entice shoppers to become new credit customers. If you want to acquire a pocketful of credit cards, use the MasterCard to get the department store card, and if a purchase is necessary, buy something to get the card issued, then return it. You get to keep the card without the debt. Remember, returning your purchase shows no differently on your credit file as paying for it when your statement arrives, and half a dozen credit card accounts with "paid current zero balance" status looks excellent on your file. ADDING NEW CREDITORS TO YOUR FILE

Once you complete the credit building techniques, you should go down to your local credit agency and request to have the Credit references added to your file. This should be done after you make your first monthly payment with every piece of credit you obtain. It could be many months (and possibly never) before your lender-reports your progress to the credit agency. If you draw up a letter listing the accounts you want added to your file make sure you give the correct account numbers and make sure it is legible.

I have seen dozens of credit files that have two accounts that differ by just one number, which would be all right if the information listed is positive, but if it is bad, their you could have two

bad listings which are in all actuality the same account. You know, computers are only as smart as the humans who program them. Be prepared, you will run Info errors every once in a while and if you are ready and know what to do you will be okay. Most of the credit reporting agencies will charge you anywhere from \$3 top \$8 per item to be added to your file. Chilton Credit Bureau here in Dallas is charging \$5.00 per item at this time. A sample letter to the credit bureau is on the next page and you will also find a form letter which is available from the credit agency, in case you don't want to create your own. Once the item(s) you want added to your file are verified to the credit agency will send you a copy of the newly corrected data. **HOW TO ADD NON-REPORTING CREDIT TO YOUR CREDIT FILE**

As mentioned in the beginning of this book, you probably already possess many different credit references and just don't realize it. 2/12/99 Credit Bureau Street Address City, State. ZIP Dear Sir (or Madam.

I recently received a copy of my credit report from your company. After reviewing it I discovered that there are several credit accounts I have that are not listed in my report. Please verify these accounts and add them to my permanent file. Thank you in advance for your help. Sincerely, John B. Doe John B. Doe Address City, State, ZIP Social Security

ABC Department Store, Acct. 0000-00-0000 Revolving Charge Account - Monthly Payment \$80 Current Balance \$401 1414 Any Street, Any Town. USA 00000

Happy Savings and Loan, Account # Installment Loan - Monthly Payments \$185 Original Loan Amount \$1.000 1234 Happy Plaza, Any Town, USA 00000

Below there is a partial list of creditors, most of who are not members of the credit agency and therefore, do not report your payment history. This is probably good since most of us are sometimes late for one reason or another on our electric bill or maybe the rent. Mortgage companies don't report either. Examples of creditors who may not be included in our credit Report: Landlord Used Car Lot Local Grocer Mortgage Company Furniture Rental Your Savings Account Utilities Telephone Anyone you Borrowed From (even relatives)

These creditors cannot be added to your file like your bank and credit card references because they are not subscribers to the credit agency. However, if you are just starting out on the credit building road, or perhaps you are re-establishing a credit history, there is a way to get credit that is usually taken for granted, added to your file.

Although not obligated to do so, the credit agencies have been known to add just such information provided you send them (better to go in person) a signed copy of your credit rating from the creditor that is being added and a signed request to have this information included in your file.

You can take monthly obligations which you have faithfully paid for years, such as your telephone bill, and receive the same benefit from them as you would other credit in similar amounts The first step is to make a list of all possible references you can come up with.

Then, using the "release of credit rating" letter on the next page, inform your prospective references by mail, that you are seeking to establish credit with the credit agency 26 2/14/99 Electric Company Street Address City, State, ZIP Dear, Sir, or Madam,

I am currently in the process of building an established credit history and I am calling on those companies to whom I have demonstrated a payment history for their help.

I request that you please release to me a copy of my file showing the due dates and the actual dates that payments were received on my account so that I may have it added to my credit file at our local credit bureau. Thank you in advance for your help. Sincerely John B, Doe Address City, Slate, ZIP

And your need a letter or rated copy of your payment history from them so the information may be added to your file.

If you have not heard from them within two weeks, go to the company in person and make a second request. Once the rating is in hand make a photocopy and forward it along with a letter asking that the information be added to your file, to your credit agency enclose a check (call to get amount per item) for the correct amount and ask to receive a copy of your corrected file.

By adding this information to your file, you can virtually create a positive established rating overnight. ADDING NON REPORTING CREDIT VIA A CONSUMER STATEMENT

If the credit bureau refuses to add these references, you can still have them added by making a consumer statement and having it added to your credit file. Under the "Fair Credit Reporting Act", section #61 1 B, you are entitled to add a statement, not exceeding one hundred words, to your file. You will learn a lot more about the uses of a consumer statement letter in chapter nine, "Complete Credit Repair"

Look at the sample letter of the consumer statement on the next page and notice how it is used to effectively relay the borrowers credit history and rating with electric company, telephone company, and landlord. Credit Bureau Street Address City, State, Zip Dear Sir or Madam.

After reviewing a recent copy of my credit report obtained from your company, I noticed that there are several monthly obligations, I have that could be used as credit references but are not listed in

Please add the following to my records as my consumer statement as I am entitled according to the "Fair Credit Reporting Act". Sincerely, John Doe John Doe Address City. Slate. Zip Social Security Statement

I have had telephone service with ABC Bell since march of 95. My monthly bills have averaged \$175 and have never been paid late. My initial deposit was returned to me after my first six months of service. "rent to own" plan with We Rent Company, I also purchased my

living room furniture in 1997. I never made a late payment and received ownership papers for the furniture in "rent to own V1 plan with ABC Motors in 1997.

In 1998, I also purchased an automobile and my monthly payments were \$200. After 18 months, having never been late, I received the title to my car.

I also want to add that I do realize that good credit is the most important asset an individual could possess in today's economy.

You will also learn about your rights as a consumer in the "Fair Credit Reporting Act", a complete copy which may be found in chapter my book HOW TO ACHIEVE THE AMERICAN DREAM. OR YOU MAY CALL FOR A FREE COPY. YOUR NEW CREDIT STANDING

If you have followed each step for establishing or re-establishing your credit record, you should now have the "golden touch". Just be careful not to "touch" too many things, for you will get a statement each month for your "gold" that must be paid or you might just turn it on a pillar of sill.

The things that can be done with credit are mind-boggling. If you know how, you can purchase businesses, inventory for retail establishments, cars for an automobile dealership, houses, hotels, apartments, buildings, along with just about anything your mind can conjure up. All you need is a little creativity, motivation, a good game plan, but most of all, you must have the true deep down desire to better than just average.

If your goal when you purchased this book was to build a solid credit rating so you could purchase your own home, you may be very content to stop once your goal is realized. Maybe you don't have a Visa or MasterCard, and getting one is your goal. Once acquired, you may put this book away forever, or if you are like me, you may use the ideas found in this book as a stepping stone in the path to financial freedom and "wheel and deal" yourself all the way to the top. That new home or MasterCard might just serve to wet your appetite and perhaps change your life forever. Good credit will open many doors to opportunities you never knew existed. Advanced Credit Techniques CASH ADVANCES

When your MasterCard or Visa arrives in the mail, you will be informed of your "credit limit" (the dollar amount a lender makes available to a borrower which may or may not be used by the borrower) as well as a specified cash advance amount (total amount, in cash, that may be drawn from your MC/VISA at a member bank). This amount may vary 25% up to 40% depending on the lending institution's guidelines and practices. Being able to walk into a bank on the other side of town and walk out with some much-needed cash, possibly for an emergency, even though you are completely unknown at that bank, can be a blessing in disguise. If your line of credit is \$1,000 and your cash advance limit is 25% of your credit limit, you would leave the bank with \$250. This amount is okay, but it is listed as a "cash advance" on your statement and using it to build further credit would not be as

beneficial as actually going to the department store and spending the money. Of course, you may not have the money necessary to pay the monthly statements which accompany big purchases and even if you did, you certainly would not want to go on a wild shopping spree, when the answer to this problem is so simple. **100% CASH ADVANCES**

How would you like to be able to convert your entire credit line on every one of your bankcards into cash within eight hours, and at the same time, not have it listed as a cash advance on your statement? There are two ways to accomplish this feat.

1. Go to a company owned by a friend. 2. Start your own company that accepts MC/VISA

It you have a friend or relative in business for himself, does he/she accept MasterCard or Visa? If the answer is yes, you might consider approaching that person and asking the possibility of him processing a charge on your credit account for whatever amount you need. Always leave a cushion of unused credit (5%) to make sure you're never accidentally go over your limit. Once your charge is signed, be aware that you may be subject to interest charges immediately (if you have no grace period) but by all means you will be charged interest if you take more than 30 days to pay it back. If you spend the money, you still have to pay it back. This technique should only be used for the purpose of building your credit higher or to obtain funds to be used in a worthy business opportunity. Extreme self discipline should be practiced when you have a large amount of cash. By all means avoid the impulse buys placed before you everywhere you shop. The time will come when you will be able to spend a little, but right now you must concentrate on building a savings for the future. **START YOUR OWN BUSINESS FOR 100% CASH ADVANCES**

Are you currently self-employed? Do you have a booth at the local flea market? How about a hobby that you always wanted to turn into a part time income? Are you handy in carpentry or do you baby-sit? There are literally hundreds of small businesses, which can be operated right from your kitchen table. If you operate any type of business at all, no matter whether it's full time, part time, or only occasionally, you can open a merchant account at your local bank to accept and process MasterCard and Visa customer charges. Commercial banks are prime sources for merchant checking accounts. No business is too small to accept MasterCard or Visa, and the amount it costs you to maintain the account is tied into the amount of the charges you take. You may be charged anywhere from 1/2% to 3 1/2% or more to the total deposits you make in your account. On the other hand, there is no minimum deposit. The merchant checking account works in the same way as a regular account except along with cash and checks you also deposit credit card vouchers, the carbon copy of the little slip you see people signing at the checkout counters. So, if you possess a MasterCard or Visa with a credit limit of \$1,000, you can walk into a bank and get a 25% to 40% or maybe higher cash advance, or you can run a charge for the full amount of your credit limit (don't forget the 5% cushion) and pull out 100% of your limit. Once you acquire your basic credit references as outlined in Chapter 2, opening a merchant account for your business is the final step in the long road of preparation for becoming a "Credit Master"

INCREASING YOUR CREDIT LIMIT FROM \$500 TO \$5,000 OR \$1,000 TO \$10,000

Once you have gone through the secured MC/VISA card program and graduated to an unsecured card, you may want to increase your credit limit from its current amount to a more comfortable and sizable amount. This is fairly easy, but because we are seeking more credit, we must provide a history of prompt payments, totally free of doubt, hesitation or even the slightest hint of financial overload, to prove we are worthy as well as capable of handling the increase in responsibility. This technique is also good to use to go from a secured bankcard to an unsecured bankcard. Now that we have a new unsecured MC/VISA with a \$1,000 limit we want to build a payment history using the majority line of our credit. Don't forget to leave a cushion of 5% above the total amount of your outstanding balance. There are seven steps to this technique, each requiring approximately one month (billing cycle) to complete.

Month One - Make a purchase from your company. Month Two - Pay statement, go to mall and make Purchase. Month Three - Pay statement, get cash advance. Month Four - Pay statement, repeat step one. Month Five - Pay statement, repeat step two. Month Six - Pay statement, repeat step three. Month Seven - Approach lender for credit increase.

This step requires you to make a purchase of around 95% of your line of credit through your company, using your merchant account to convert your charge into cash. Do not spend the cash. Month Two

When your statement arrives, immediately convert the cash into a personal check (don't use your business checks) and make your payment. If your lender is local, physically go to the credit department the day you receive your statement and make your payment. Wait a few days to make sure your payment is posted, and then go to the local shopping mall. Here you want to locate and purchase a returnable item in the price range of 95% of your credit limit (including tax), take it home and enjoy it. After a few days go back to the store and return your purchase item. Remember, it does not matter how your account is settled, only that is, according to the established rules and regulations of that particular lending institution. A returnable purchase item fares no worse than a payment made with cash. Month Three

When your statement arrives it may list an amount due, because the credit was not posted as of the day the statement went out. If it does not show an amount due, it has more than likely been satisfied by the day you received your bill. You can always call to make sure. Once your account is paid (credited) the third step is to approach your issuing card lender & obtain a cash advance for 95% of your credit limit (if possible). If you have a preset maximum amount, charge the entire amount. Place the money in your interest bearing savings account and follow step four. Month Four

Once again when your statement arrives, convert the cash advance you received into a check and promptly pay your bill. Wait a couple of days for the payment to be posted and then repeat steps in Month One. Month Five Pay your statement promptly, when it arrives, and repeat steps in Month Two. Month Six Pay your statement promptly upon arrival and repeat steps in Month Three Month Seven Once you have reached Step Seven, your past six month payment history should look like this: **PAYMENT OVERVIEW**

Month One Charge \$950. Total amount paid, within one week of the arrival of the statement, \$950. Month Two Charge \$897. Total amount paid within one week of statement arrival \$897. Month Three Cash advance of \$940. Paid in full, within one week of statement arrival \$940.

Month Five Charge \$897. Total amount paid in full within, one week of the arrival of statement \$897. Month Six Cash advance of \$850. Paid in full within, one week of statement arrival. ACCOUNT ALWAYS PAID ON TIME - NO LATE PAYS

This is exactly how your file will reflect your payment history. Approach your lender with confidence and request an increase in your credit limit. Let him decide the amount. If you ask for an amount that he is not comfortable with, you may lose any increase at all. A lot of the time they will give an increase greater than the amount you would have asked for anyway. It would be reasonable to expect an increase at this point from your current \$1,000 limit up to \$2,500 to \$3,000.

Repeat steps one through seven to increase your limit from \$3,000 up to \$10,000. Remember, no matter how well you pay your account, if you do not show a sufficient monthly income to handle it, you might not get your increase. Your income must be in a range high enough to handle your credit limit at 100% usage, even though you may not plan on ever using it to the maximum. The lender will always look at a "worse case" scenario. If you are an employee of your corporation, you can always set a salary increase for yourself. Incidentally, if your corporation is low on operation, you can be paid with stock from the corporation in lieu of cash, as long as there is a dollar amount assigned to the stock, you can list the payment as salary earned. We will be talking more in depth on this subject in the real estate chapters of this book. STREAMLINED TECHNIQUE SECURED CARD TO UNSECURED \$10,000

This method is a great and very fast way to go from a secured MasterCard/Visa bankcard to an unsecured card with a credit line up to \$10,000. Follow the credit building basics in Chapter 2, but when you get to when "secured credit card" technique, instead of opening a \$1,000 account open a \$5,000 account. Of course, this amount will build your credit even higher if you use it throughout the credit building basics, but I understand that not everyone will be able to round up this amount of cash. When approaching prospective lenders, (friends, employer, etc., see Chapter 2) make sure you inform them that the money will actually never be spent, it is only being used to build your credit. If necessary you could even offer to pay a predetermined "fee" for use of the money or even use a cosigner for your own bank loan, adding a super piece of credit to your file at the same time. More about building credit with co-signers later in this book.

First locate a bank or savings and loan which offers the secured card and with our other pieces of credit in hand we confidently fill out the credit application requesting one, while placing our \$5,000 savings account as security in case of default. Once your card is issued, with your credit line of \$5,000 you are ready. You should try to locate a lender that has a grace period on when your payment is due. When dealing with this amount of money, you must be careful to avoid all interest charges where possible and of course, and late fees. An annual interest rate of 21% on a balance of \$5,000 would amount to a monthly cost of approximately \$87.50. Once you have your account number follow steps one through six of

your previous technique for increasing your credit limit. Look at the new amounts of your six charges:

Month 1; charge \$4,500 approximate, Month 2 charge \$3,927 approximate, Month 3 charge \$4,275 approximate, Month 4 charge \$4,500 approximate, Month 5 charge \$3,948 approximate

Are you beginning to see the borrowing power that a payment history like this would command? Just remember not to spend the money, or else be prepared to pay it back. Here comes the fun part. When you reach step seven, you have several choices. THE "SUPER THREE CHOICES" ASK TO: 1. Have your savings account released from its security hold, based on your great payment history.

2. Apply at the same lending institution for the "sister" card, with the same limit, but unsecured. 3. Have the limit on your secured card raised to \$10,000 without adding additional security. DOUBLING YOUR AVAILABLE CREDIT

What we are trying to accomplish here is to double our available credit from \$5,000 to \$10,000. Even though the three choices above appear to be different, they all have one thing in common. Anyone of them will give you an extra \$5,000. Once you have completed steps one through six, with a flawless credit record you should have absolutely no problem getting "sister" bankcard with a matching credit limit.

By obtaining a limit you have doubled the amount of your available credit. In step three you leave your security deposit on hold in your savings account, but have your limit doubled, making an additional \$5,000 available to you. ANOTHER TECHNIQUE FOR DOUBLING YOUR CREDIT

Another great method is to obtain a secured card with a \$5,000 limit and follow step one through six. When you reach step seven, go to the lender other than the one, which issued your current card, and apply for the "sister" card. That lender will pull a copy of your credit file and find your AAA + payment history. They will see that you have the other bankcard, issued by XYZ Bank, with a high credit of \$5,000 and when they call (if they do) they will be told of the flawless activity in your account. Naturally, they will want a piece of the action, thus approving your request for the other card with a matching limit or even higher.

Once you obtain the "sister" card, approach your first lender and ask for your savings account to be released. If they refuse, close your secured account and surrender your card. Take your \$5,000 and place it in an interest bearing savings account at your other card's issuing bank, wait a few days and then apply for the "sister" card, unsecured, of course. You might even tell the lender you will start using them as your main bank, because you were so impressed with the way they handled your last request. When he sees that you have in fact opened a sizable savings account already, you will be in ... in like flying" BENEFITS TO THE LENDER

You might also mention that you run about \$10,000 through your account monthly. Another benefit of running and depositing Charges through your checking account. The bank will see it as lending your live thousand dollars but in return receiving interest on the live thousand and a checking account that has total annual deposits of \$120,000. That is " to make more money.

Once you have both unsecured cards, go through the seven steps to increase their limits up to \$10,000 each, but unless your monthly income is high to keep your head above water, In the event of a disaster, increase the limits one at a time. Since you are going through the same lender, to increase both cards at once would be the same as applying for a \$20,000 signature loan. It is much easier to get the increases if they are sought one at a time. Once your are approved on one, demonstrate your payment ability and then have the limit increased on the other one. GET HUNDREDS OF MASTERCARD AND VISA ACCOUNTS

In chapter ten of this book you will find a list of several hundred lenders, which issue these bankcards. Rather than have one or two cards with \$5,000 or \$10,000 limits. Why not have a dozen or more different accounts. Each with \$5,000 or 10,000 limits? Did you know there is no limit to the number of different MasterCard or Visa accounts you may have?

SPACE YOUR CREDIT INQUIRIES

Too many inquires in a short period of time looks bad in the lenders eyes, especially if there are no new accounts on your file to go with them. Too many inquiries can have the exact same negative effect as a slow pay account. We will be talking more in depth about inquiries in chapter nine "Complete Credit Repair" You should have little or no difficulty obtaining dozens of accounts each with \$10,000 credit or higher. In a relatively short period of time. GET MASTERCARD GOLD OR VISA GOLD TODAY

Most people are unaware that MasterCard and Visa are available on a secured card basis. Equally unknown in the fact that both bankcards are also available in the "gold" version at a handful of lenders on the same plan. Where you would deposit \$500 to \$2,500 for the regular card, a deposit of \$5,000 is usually the minimum for the gold version.

Although you could locate a lender In your area, via the yellow pages or the list of lenders to be found in chapter ten of this book, that offers [he gold card on a secured basis, today, it would be unwise to rush out and get it for your credit record does not reflect the appropriate credit history one would expect to find from a gold card holder. For instance, if you have a blank file and you apply for credit, listing your gold card as your only reference, it would certainly bring up the question of how your acquired it, and subsequently it would be found out that the card is, in fact, secured by a savings account in your name, and thus "gold" card would be lost. Once you go from one secured bankcard to both bankcards, unsecured, apply for the MasterCard Gold Card, placing your savings account of \$5,000 as security.

Once you obtain the MasterCard Gold card, apply for the Visa Gold Card, unsecured, and then follow the same steps with the regular cards. Approach the lender holding your secured account and request that it be released from secured status. Again, if they refuse, surrender your cars, collect your \$5,000 deposit and go to the issuing lender of your Visa Gold Card.

Open a \$5,000 savings account, wait a week or so and then apply for a new MasterCard Gold Card. If you have demonstrated your prompt paying ability on your Visa Gold, as outlined under "Increase Your Limit", you will be quickly approved. Now that you possess both regular and gold sets of bankcards, you are ready for the "Travel Entertainment" cards. **STEP BY STEP TO AMERICAN EXPRESS GREEN TO GOLD TO PLATINUM**

American Express, "Don't leave home without it". Ever since the day that phrase was first advertised, the American Express card has become the most sought after and prestigious "status symbol" of all cards. There are several differences between MasterCard/Visa credit cards and the American Express cards. **THE DIFFERENCE BETWEEN MC VISA AND THE "T&E" CARDS**

When you make a charge on your MasterCard or Visa credit card, you have two options once the statement arrives. Pay your balance in full or make the minimum amount due payment, foregoing payment in full for another day. Travel and entertainment card balances, on the other hand, American Express, Carte Blanche, Diners Club, etc ... must be paid in full upon receipt of the statement (with the occasional expiration of special purchase offers sometimes made by these Companies). These cards also are different in that where most MasterCard and Visa credit cards have a ceiling on your credit limit, in most cases there is no limit imposed on your travel and entertainment cards. You are only limited by your past paying performance and current ability (debt Vs income). This is one reason these cards are a little more difficult to obtain. You must have an impeccable and established credit history to be considered. **APPLYING FOR THE "GREEN"**

Once you have proved yourself with your unsecured gold bankcards you are ready to "go". Remember that stability is a major factor in seeking credit, whether it is from a used car dealer or a major travel and entertainment credit card company. You'll have carefully followed the steps outlined in this chapter as well as in chapter two, you should have absolutely no problem qualifying for an American Express Green Card.

If you are turned down, you will receive a letter informing you the reason(s) why and which credit agency was used in determining so. If you are turned down by a creditor, you have the right under "The Fair Credit Act" to receive, at no cost to you, a copy of your credit file from that agency. Once you know the reason for your denial, correct the problem. (See chapter nine "Complete Credit Repair") and re-apply. You can obtain literally hundreds of different bankcard accounts due to the fact that each card is issued by individual lenders and not direct from MasterCard or Visa. Therefore you could have a secured card at one lender and apply for and receive an Unsecured card at the next, as outlined in this chapter. This is not the case with American Express, and even though it is possible to apply for and receive a second green card, its purpose is defeated because the first green card and its credit limit will be taken into consideration when American Express is determining the credit limit on the second one. So take your time and follow the steps carefully and get that green card. Once you receive your American Express green card follow the same steps for increasing your limit as with the bankcards. "short form" invitation in the mail

It will be just a matter of time before you will receive a asking you to apply for the gold card. These short form applications will start to come from department stores, oil companies, lending institutions, etc., once your good credit is established. They usually only ask basic information such as address, social security number and employer, as you are already pre-approved for the card. Back before "The Fair Credit Act" was established, these companies would send out the actual credit cards with accounts already open, even if you did not actually apply for any such card. The temptation to spend proved to be more then could be handled by many recipients who cried "foul ball" once they were in over their heads in debt and their once good credit rating was ruined.

Don't take a chance applying for the American Express Gold until your receive an invitation in the mail. Once it arrives, fill it out and send it off. Follow the same steps with your gold card as you did with your green card, and in a matter of time you will become a proud platinum cardholder.

BORROW \$10,000- \$50,000- 100,000 or MORE AND Never PAY IT BACK MAINTAIN AN AVERAGE DAILY BALANCE \$100,000 AND UP. - -

Not only is this credit technique legal, the lenders you utilize, for using it will thank you. This one method alone will add anywhere from \$120,000 up to \$1,200,000 (one million two hundred thousand dollars) or more per year, to your checking account. Having the ability to be able to verify this amount of money, legally, is priceless to any wealth builder. And, because this money comes from your credit cards, it is borrowed money and therefore tax-free. Of course, any interest earned on this money while in your bank account is subject to income taxation You will need two or more bank cards and the amount of money you "borrow indefinitely" will be up to you and your bank cards limits.

For \$10,000 you will need two cards each with a credit limit \$10,000. For \$100,000 you need 11 banks card each also with \$10,000 credit limit. The steps are easy. Once you locate a solid business venture and have examined it for profitability and are confident your money will by a reasonably sale investment, simply obtain a cash advance of \$10,000. Use the money as needed and when your statement arrives take your second bankcard and obtain a second cash advance of \$10,000. Deposit this money in your checking account and issue a check for the entire amount due on your first card and pay the statement promptly. When the statement for your second bankcard arrives obtain another cash advance of \$10,000 on your first card and again pay the statement promptly. It you were selective in your choice when obtaining your cards, you would have selected lenders who do not charge interest on your balance it paid in full promptly upon your receipt of the statement. This is very important because if your bankcards do not offer a grace period you will have to add the interest payment out of your pocket and this could run into quite a hefty amount on a monthly basis, especially if you are "juggling" eleven cards at once. You can effectively use "borrowed money" for as long as you like.

Simply use each card to pay off the other until the time your choose to pay it back. This technique is very simple when using two, even four bankcards, but it can get pretty confusing when using eleven cards or more. Some statements will arrive before the ones that are

suppose to be paid off first and unless you keep up with all the due dates you could find yourself possibly overlooking one card, and that's all it takes to ruin the rating you worked so hard to build. Gold MasterCard's and Visa bankcards have credit limits as high as \$25,000. For borrowing \$100,000 or more the safest way would be the premium card route. Remember to check with your lenders to see if your cards have a prompt payment grace period. If not, be prepared to pay for the privilege of using this money.

Without a grace period, you could wind up paying \$1,500 or more for the use of \$100,000. If your checking account is interest bearing the interest earned will offset the monthly cost a little, but you should exhaust all possibilities before using bankcards without a grace period. Just being able to maintain the amounts on a monthly basis will get you "up that business ladder" a lot quicker than without it. Your possibilities are endless! GET \$200,000 IN AS LITTLE AS 8 HOURS

Once you have acquired several bankcards as well premium bankcards and the travel and entertainment cards. You are just a few steps away from possessing the ultimate power of credit.

If you are capable of acquiring \$100,000 or more with your credit cards alone, and on a thirty day basis on top of that, you should be able to match that with signature loans. Let's take a look at the major credit cards "Mr. Wealth Builder" Possesses : Credit limit: Cards Credit Limit \$25,000+ American Express Gold \$ 15,000+ America" Express Green \$ 15,000+ Carte Blanche Visa Gold \$25,000 MasterCard \$ 10,000 Visa \$ 10,000 Total Credit Available \$100,000

Right now, especially if you are just starting out on the long road to "mega-credit, you may be discouraged by Mr. Wealth Builder's Credit profile. Many golden business opportunities are passed by everyday, due to the lack of acquisition capital. If a good opportunity came your way today and it quite possibly could, If you stay "tuned in" to all around you, would you be able to handle it, or would the ship sail without you?

Once you build your credit up to Mr. W.B.'s level or higher you won't have to let any good deals slip away. You will always be able to raise large amounts of cash with your credit cards & that could be used for the initial purchase of a business. But remember, the money you obtain through your Travel and Entertainment cards will be due and payable (the entire amount) upon your receipt of the company's statement. Our goal in becoming a "Credit Master" is to be able to use "O.P.M." (Other peoples money) to our advantage in our quest for financial independence. Once our initial purchase is consummated via our credit cards, long term financing should be obtained to pay off our credit card balances. You can use your unused credit cards to "juggle" the debt back and forth from one credit card to another until suitable long term financing can be arranged, if necessary. GUARANTEED UNSECURED SIGNATURE LOANS

The worst time to go looking for a large signature loan is when you need it. We want to make sure that when we need the loan it will be there, so we must build our reputation with our lenders now.

If you maintained your accounts with the three lenders you used initially to start your credit file, they should be able to look at your average daily balance (see maintain average daily balance of \$100,000) and see that you contribute in a big way to their assets by moving as much money as you do through them. This money may come from a combination of your credit cards and various business ventures and any account, which maintains an average daily balance of \$10,000, or more, is valued account to any lender. These accounts together with your previous beginning loans of \$5,000 each, all which were Paid off early, added to your premium bank and T&E cards payment histories should breeze you right through loan approval for a beginning amount of \$5,000 unsecured, of course.

You will want to go through the same steps with these four unsecured loans (three from previous lenders and one new lender) as you did in chapter 2, paying them off ahead of schedule. The loans should be twelve to eighteen month Installment loans, and should be paid off by the sixth installment. Use your bankcards to maintain an average daily balance at each lender of at least \$10,000 plus your loan proceeds. This will give the impression that your don't need the money.

After the four loans are paid, wait approximately one month and approach each lender, this time for a \$10,000 loan, each set upon twenty-four month installment contracts. Deposit the proceeds from each loan in the respective lender accounts. In which your are maintaining your \$10,000 average daily balance. This will now give you an average daily balance of approximately \$20,000. Twice what you owe the lender. Again, pay all loans off, as they become six months old. What a good customer you are. You borrow the money and it never even leaves the bank!

Now it's time to approach each lender, but in the amount of \$25,000 at each lender. This is money that is available to you as simply as writing a check when it is needed, as though the cash was actually there, you will have this money at your fingertips for use when you need it, and you will only have to pay interest on the amount you use, when and if you ever use it. If you are in the real estate business, you should be aware that many investors as well as builders, remodelers, etc.

Use lines of credit like this everyday. And with your past as well as present credit, and proving to the lenders that you should have adequate knowledge in the field of work the line of credit is tied to, you should have no problem obtaining several. TOTAL AVAILABLE CREDIT

Now let's look at our bankcards, travel and entertainment cards, and lines of credit available for our use. Cards Limit American Express Gold \$25,000 American Express Green \$ 15,000 Carte Blanche \$ 15,000 Visa Gold \$25,000 MasterCard \$ 10,000 Visa \$ 10,000 \$100,000 Credit Card Available Lines of Credit Bank

A B C D \$25,000 Bank \$25,000 Bank \$25,000 Bank \$25,000 Line of Total Credit \$100,000 Total Cards And Credit Lines \$200,000

When you have successfully completed your credit, building steps outlined in chapter two and chapter three, you should be able to raise \$200,000 in as little as eight hours by simply using Your four credit lines and your credit cards. Remember, if you borrow money you must pay it back, or risk the superb credit rating you worked so hard to build. With \$200,000 at your fingertips, you will be prepared when the proper opportunity arises. Don't be quick to jump on just any business opportunity that appears to be solid. A thorough investigation should be completed before you make your decision.

MORTGAGES NOW! LENDERS THAT WILL GIVE YOU A MORTGAGE REGARDLESS OF YOUR CURRENT CREDIT STATUS, AND HOW TO FIND THEM IN YOUR AREA.

The following is a list of Mortgage Company's in the Dallas Area that offers the above type mortgages. To locate these type lenders in your area, simply look in your yellow pages under "mortgages" You will see many offering the same terms as the ones listed within.

What you don't want to do is go to your local bank to secure a mortgage. They generally will not bend on credit requirements and their Main interest is in personal loans, car loans, etc. NOT MORTGAGES. HERE ARE SOME COMPANIES AND HOW THEY DESCRIBE THEIR LOANS: AAA MORTGAGE AND FINANCIAL CORPORATION 1-800-652-1759 ... BANKRUPTCY, FORECLOSURE, SELF-EMPLOYED, HARD TO VERIFY INCOME ETC.

BEN FRANKLIN MORTGAGE 214-364-2306 ... SELF EMPLOYED, SEVERE CREDIT PROBLEMS OKAY, NO INCOME VERIFICATION. BOMAR MORTGAGE BROKERS 972-394-4486 CREDIT PROBLEM LOANS CENTURY MORTGAGE SERVICES 972-991-9191 PROBLEM CREDIT

ALPHA MORTGAGE USA 972-387-2800 ... BANKRUPTCY, FORECLOSURES, TAX LIENS, JUDGMENTS, COLLECTIONS, CHARGE OFFS, SLOW PAYS, SELF EMPLOYED ETC.

CALL CROSS COUNTRY BANK FOR AN APPLICATION FOR AN UNSECURED CREDIT CARD. (302) 325-8118

WITH MORTGAGE COMPANIES LIKE THESE IT SHOULD BE NO PROBLEM TO GET A MORTGAGE VERY SOON.

PART TWO: STARTING A SECOND CREDIT FILE [PERSONAL]

THIS METHOD IS CURRENTLY BEING SOLD FOR AS MUCH AS \$500.00 IF THEY SET IT UP FOR YOU OR FOR AS LITTLE AS \$40.00 IF YOU DO IT YOURSELF. THE AVERAGE PRICE IS \$75.00. IT INVOLVES WHAT IS CALLED A TIN#. THIS IS AN TAXPAYER IDENTIFICATION NUMBER. TO GET ONE OF THESE NUMBERS YOU CAN CONTACT THE GOVERNMENT BOOKSTORE THROUGH ITS 800# AND THEY WILL SEND YOU THE FORM AND INSTRUCTIONS ON FILLING IT OUT. YOU SUBMIT THE FORM AND YOU WILL RECEIVE A COUPON BOOK INCLUDING YOUR NUMBER IN THE MAIL. NOW, PEOPLE ARE USING THIS NUMBER TO REPLACE THEIR S.S.# ON LOAN APPLICATIONS. THEY USE A SECOND ADDRESS, USUALLY A MAIL DROP, SECOND ID # IN PLACE OF THEIR DRIVERS LICENSE NUMBER. USING THESE STEPS WILL KEEP THE TWO-CREDIT FILES SEPARATE.

NOW, IF YOU FILL OUT AN APPLICATION AND YOU WRITE "TIN" NEXT TO WHERE IT SAYS SS#, I DO NOT SEE HOW YOU WOULD BE LYING ON YOUR APPLICATION BECAUSE YOU ARE TELLING THEM THAT THIS IS NOT A SS#. IF THEY DO NOT QUESTION YOU ABOUT WHAT YOU WROTE, AND THEY WON'T, THEN YOU HAVE NOT LIED. HOWEVER, IF YOU USE THIS NEW ACCOUNT TO PURCHASE THINGS ON CREDIT WITH THE INTENTIONS OF NOT REPAYING YOU ARE THEN COMMITTING FRAUD.

All responsibility for the use or misuse of this information lies solely on the reader.

There's only one way that people can free themselves from having bad credit and that is to create a new credit file on themselves within the credit bureau's computer system. This new file won't have any of your previous (bad) credit on it. Read on and you'll see exactly how you too can create a whole new credit file and make sure that only your new credit file surfaces when someone is running a credit check on you. This might sounds very complicated, but it's very simple, as you'll see. Just read on!

The credit bureau's computer system holds millions of people's names, personal information and of course credit histories. With all this information stored on so many people, it's common to find many people with the same names and birth dates. Some of these cases may even be in the same city. There are so many identities that enter the credit bureau's system for the first time because of the thousands of births in America and at the same time there are thousands of identities that leave the system permanently because of the thousands of deaths in America each day. Because of the fast number of people in this country and the massive amount of information being stored on every aspect of our lives, accompanied by increased legislation that restricts the ability of different computer agencies to cross reference or exchange information on citizens; a complex situation exists that limits even the most powerful computer system's ability to keep track of these gigantic reservoirs of information

compiled on the American people! People that create new credit files on themselves understand these things very well.

No matter what people believe, the computer is not fool proof! The computer can't think yet, so therefore, it's vulnerable to those that realize this. Computer has no artificial intelligence, and can only act on what's put into them. The way people create a new credit file; the credit bureau cannot protect itself from out side manipulation and are limited in their ability to tell if the information that's put into their system is accurate or inaccurate. This is the reason why there's hardly ever an investigation done on those that create a new credit file because of 'how' they manipulate the system to their advantage. Taking all this into consideration, we've discovered the avenue through which new credit files are created, it's called the 'LOOPHOLE'! YOUR NAME AND PERSONAL INFORMATION There are 3 ways that someone can create a new credit file:

One id to use their same name with different personal information. Another id to use the same personal information with a different first of last name. and last of all, they use an alias name with the same of different personal information.

Personal information includes a person's birth date, social security number, address, etc. You can decide for yourself which way is best for you. The credit bureau's computer has to match a person's name and personal information with what's stored in it's memory banks or it won't be able to find the person's credit history! Any one of the 3 variations mentioned in the previous paragraph throws the computer off in it's search for a person's credit history and as a result, a 'no record found' is reported back to those performing the credit check. A 'no record found' means that a new credit file can be compiled on a person based on the name and personal information used in the first credit check and would belong exclusively to the person desiring to do such! Thus a new credit file is in the makings!

Just keep reading, if you will, and I'll show you how easy it is to get a driver's license or state ID card to match the name and personal information a person uses to create his new credit file! And I'll also show you how to establish credit on your new credit file. Let's say that your name is John Doe and you were born on Jan. 48 th, 1482, your social security number is 000-00-0000 and your address is 5612 Credit Ave. Florida, Alaska. Your credit is bad enough to get you turned down whenever you apply for additional credit. I'm sure you would want to get around this obstacle.

If you changed your first name to another that starts with a different letter other than the first letter of Your real name, such as Robert Doe instead of John Doe; and used your same personal information, a 'no record found' would surface during a credit check!

If your kept your first name and changed your last name to another that starts with a different letter Other than the first letter of your real last name, such as, John Williams instead of John Doe, and use your same personal information; then a ' no record found' will also surface.

If you just kept your name, both first and last, along with your real birth date (birth dates must always stay in the same order to match with the birth date on your license or ID) and changed everything else in your personal information; then a 'no record found' would surface also.

With a completely different first and last name or alias, you can keep all your original personal information or make up new personal information (remember that your birth date must always stay the same) and a 'no record found' would surface both ways. If somehow someone else's credit history shows up when trying to create your new credit file, it means that you've accidentally chosen information that caused the computer to tap into another person's file that has the same name you are using. If this happens, you'll have to repeat the creation process until a 'no record found' shows up. Remember that a 'no record found' means that the file is clear, and not being used by any one else and is exclusively yours!

In many states, especially California, people are allowed to use aliases for a number of reasons. People whose names are well-known use aliases to escape publicity as they travel, check into hotels, etc. While some wealthy people use them to hide certain assets of theirs from public view. Some of these people have driver's licenses, social security numbers, credit cards, and other credit in these (alias) names! A lot of them borrow money in these aliases. Some people have several aliases with a credit file on each name in the credit bureau's computer! **GETTING A NEW SOCIAL SECURITY NUMBER**

Your social security number is the most important factor that has to be 'adjusted' before creating a new credit file! If you decide to keep your same first and last name, your social security number must be different in order to throw the computer off while creating your file. If you decide to change the first, last or both parts of your name you can keep the same social security number. You don't have to worry about having to show proof of the social security number you use when applying for credit at most places.

Creditors usually ask only for your state ID or license. And most of the time they'll take your word when you tell them your social security number. If by any chance they don't, just tell them that you don't have a social security card.

On the next page are information titles, 'What's in a Social Security Number.' Read it carefully. it lists the different numbers in a person's social security number (the first 3) that represents the State a person was born in. When changing your social security number, all you have to do is substitute your first 3 numbers or State code with those of another state. The rest of your numbers can stay the same.

If you use a different social security number to create your new credit file, you must also use the State whose 3-digit code you're using as your place of birth in your new personal history. Because the States codes are built into the computer system it can spot false social security numbers of those prefixes with the wrong state code when used with your place of birth! Remember that if you're changing your name, you can keep your real social security number. The only time you'll change your social security number is when you're keeping your real name.

If you're changing your real name you can also have the people at the Social Security Office give you another card with your name and same number printed on it. This way you'll have two social security cards. Each one will have the same number and a different name. Just go to their nearest office and apply for a name change on your card. Show them your license with your new name on it (more about this as you keep reading) and also show them some type of proof of your original name. No court order is required and they'll mail you a copy of your new card with the name change on it. **SSN: WHAT'S IN A SOCIAL SECURITY NUMBER?**

SSN's are meaningless. Not true. They do have meaning although it's quite limited. Since we are stuck with them, we might as well become familiar with the little bit of information these digits contain. For instance one out of every five persons has a SSN that reveals he or she is in a sample group of workers and beneficiaries whose records are used for statistical research and demographics conditions.

For all SSN's a proper reading will reveal the state or areas where the numbers were issued, or where the recipients resided at the time. With a little additional arithmetic, a person's SSN reveals how many people in the same area were issued SSN's previously. Drawing some of this information from the SSN is easy. For the rest, however you need a step-by-step lesson in how to read the numbers. **The Easy Part Is This:**

Look at the last four digits of your SSN. If the number is anywhere from 2001 to 2999 or from 7001 to 7999, then you are part of the same group. One of these numbers is given to every fifth person, which for practical purposes makes it a random sampling. **Now Let's Take The Rest Of It In Steps**

First, consider the full nine-digit SSN. Its three parts are normally separated by hyphens. The first three numbers are the area number, the next two digits are the group number and the final four are the serial number. Only serial numbers are assigned to individuals on a first-come-first served basis - and even this normal sequence is interrupted by special assignment of the 2000 and 7000 series. The area numbers are assigned to locations as indicated in the table (next page). Because a few locations were using up their numbers faster than anticipated, additional numbers have been allocated in recent years. Until 1972, the area number indicated the location of the social security office that issued the SSN. This was usually - but not always - the area where the recipient lived and worked. Since 1972, the SSN's have been issued centrally and the area code now represents the person's state or residence as shown on the SSN application. Also, railroad workers assigned numbers before 1964 had a separate area code - 700 to 728. The group number in the SSN, the two-digit part in the middle, has no special geographical meaning. Instead it is a solid indicator of how long ago a person received a SSN - if you are aware of the sequence by which the group numbers are used. Here is the order in which SSN's in different areas are issued:

For each area, the group number follows a particular sequence seemingly designed to discourage outsiders from thinking about it. The group sequence begins with odd numbers 01 through 09 then goes through even numbers 10 through 98, then even numbers 02 to 08 and

finally odd numbers 11 to 99. Each state goes through all of its area numbers with group number 01 and serial numbers 0001-9999 before starting up to use group number 03. For instance, the first SSN issues in New Hampshire were 001-01-0001, the second was 002-02-0001, the third was 003-03-0001, and the fourth was 001-01-0002. The fifth (remember that special sample category for every fifth SSN) was 001-01-2001. After the Sans reached 003-01-9999, the next issued was 001-03-0001, and so on. Serial number 0000 is never used.

Invalid Social Security numbers: 1. Three or more leading zeroes. 2. Ending in 4 zeroes 3. Leading number of 73 through 79. 4. Leading number of 6 to 8. 5. Leading number of 9 suspect, very few are issued and are special cases.

We suggest you post a copy of these invalid numbers in the office or area where you process rental applications so that you can make comparisons of the SSN's provided by applicants. **WE STRONGLY URGE THAT YOU PERSONALLY SEE THE NUMBERED ID they use to quote the number.** Valid Social Security Numbers: 252 to 260 Georgia 001 to 008 New Hampshire 261 to 267 Florida 004 to 007 Maine 268 to 302 Ohio 008 to 009 Vermont 303 to 361 Indiana 010 to 034 Massachusetts 362 to 386 Michigan 035 to 039 Rhode Island 387 to 399 Wisconsin 040 to 049 Connecticut 400 to 407 Kentucky 050 to 134 New York 408 to 415 Tennessee 159 to 211 Pennsylvania 416 to 424 Alabama 212 to 220 Maryland 425 to 428 587 Mississippi 221 to 222 Delaware 429 to 432 Arkansas 223 to 231 Virginia 433 to 539 Louisiana 232 to 236 West Virginia 440 to 448 Oklahoma 237 to 245 No. Carolina 449 to 467 Texas 247 to 251 So. Carolina 48 468 to 477 Minnesota 530 Nevada 478 to 485 Iowa 531 to 539 Washington 480 to 500 Missouri 540 to 544 Oregon 501 to 502 North Dakota 545 to 573 California 503 to 504 South Dakota 574 Alaska 505 to 508 Nebraska 575 to 576 Hawaii 509 to 515 Kansas

577 to 579 Dist. Of Colombia 580 Virgin Islands 526 to 517 Montana 518 to 519 Idaho 581 to 585 Puerto Rico 520 Wyoming 586 Guam, American Samoa, Philippine 521 to 524 Colorado Islands 525 585 New Mexico 700 to 729 Rail road 528 to 529 Utah **YOUR NEW STATE ID OR DRIVER'S LICENSE**

After deciding which way you're going to create your new credit file, you'll have to get a driver's license or ID to match. If you decide to keep your real name and use different personal information to create your new credit file, all you have to do is have a routine address change on your license to match the one used for your new credit file.

In the event you decide to change your name to create your new credit file, you'll have to get a duplicate license or ID to match the new name you're going to use. To do this, go to the driver's license bureau. Give them your license or ID number, but don't let them know that you have you license or ID with you. Then tell them that you want to get a duplicate license or ID because you've misplaced the original. At the same time, tell them you want to make both a name and address change on your license or ID. In California, they'll do this on your word, not requiring a court order. In fact, they can't refuse to do this for you because it's a standard procedure. They'll give you a sheet of paper to check the answers to a few questions. After you've completed the sheet, give it back to them with the fee they charge to do everything. Then they'll take your picture and issue you a valid temporary driver's license or ID with the

change on it. It shouldn't take more than 3-4 weeks for you to receive your permanent picture license or ID. It will be good for 6 years. Doing things this way you'll have two licenses or ID's. One will be in your real name with your real address on it and, the other will be in your changed new credit name with you new credit address on it.

When the time comes to renew your license or ID, be it the real or changed one, simply take the license or ID for either one of them and hand it along with their application for renewal and their fee to the clerk. Then they'll take your picture and renew it. And it's just that simple!

If you choose to create your new credit file by keeping your real name and using different personal information, you don't have to go to the driver's license bureau if all the new credit you want is in the form of credit cards only. In most cases, all that's on a credit card is your name without an address or other personal information. So you can use your original license or ID without having to get any changes on it, even though when you applied for the cards you used a different address. The reason why you can do this is because when you use a credit card, there's no address on it for a clerk to try to match it with you license or ID. The clerk will only want to check to see if you have the name on their card on you ID or license.

But if you plan on obtaining major credit that will require you to come before people to show your license or ID, then you have to get a duplicate with the address on it along with the name you'll be using.

One last point that needs to be made about your new duplicate license or ID that you might have to get is that even though the driver's license bureau will change your name and address on your word, they won't change your birth date. So because of this, your birth date must remain the same regardless which way you create your new credit file.

Some other states other than California require you bring in a court order to the drivers license bureau for a name change to take place on your driver's license or ID. Most attorneys charge between \$200 - \$700 for a name change. But if you fill out all the papers yourself, which is simple to do, it will cost you only \$10!

Once you sign the papers, take them to the county clerks' office and leave them with the clerk along with your \$10 fee. The next day or two, you'll be able to pick up the court order for your name change signed by the judge. In order for the name change to take effect, you have to advertise it in a local paper. If you got the court order and didn't advertise the name change it wouldn't be official and therefore wouldn't appear on your record. This is just what you want! Take the court order to the driver's license bureau and they'll make your name change on the duplicate license or ID that you'll be using for new credit purposes. But don't advertise the name change so it won't appear on your record! **CREATING THE NEW CREDIT FILE**

Once you have decided what name and personal information you want to use for our new credit file, it's a simple matter to create the file and get the credit report on it. There are three ways to create the file. One way is to mail a letter to the credit bureau requesting a copy of

the file to be mailed to you. The other is to go to the credit bureau to get your file. And last of all, you can have a credit granting business that a member of the credit bureau can create the new file for you.

If you wrote the credit bureau requesting a copy of your credit report in the name and personal information that you decided to use for your new credit file, then they would mail you a report on that file after they have typed your name and personal information into the system (where it will stay) to see if there's a credit history on the information you sent them. When you receive the report back from them, it will more than likely have a 'no record found' on it. As I've stated, when they type your name and personal information into their system to see if there's a record of you being granted credit before, that information will stay in their system. In other words, the computer will absorb the information you supplied them into their system as a new credit file when they search for any credit record in the name and personal information you gave them. And even if it comes back 'no record found' it will still have in its system your personal information such as your name, address, birth date, social security number, date of birth, place of employment etc. Your goal is to act like you want to take a look at your credit report so you can take a look at your credit history. What they don't know is that you already know that you don't have a credit history in that name and personal information, and that this is your way of manipulating them to create a new file on you by performing a search for what they think is your file, thus creating another one for you in the process! Since your name and personal information stays in their system once they type it in to pull the report and a new credit file is created in the process, then you have truly taken advantage of the loophole in the system to get your new credit file created!

Remember that once a person gets a credit report back it will more than likely have a 'no record found' on it. And this means that the new created file has been created, it's clear to use the name and personal information you supplied and the new credit is exclusively yours! Now you can easily re-establish or rebuild your credit wisely on that file.

The credit bureau would rather deal with people by mail as much as possible as opposed to having thousands upon thousands of people coming to their offices each day throughout the country. Also, keep in mind that it's utterly impossible for them to investigate even a small amount of letters they receive, much less all of them, to see if the information people are supplying them is accurate or not. They are more concerned with collecting the fees and keeping their work load down by sending out as many credit reports as possible, than they are at finding the very small amount of letters from those smart enough to create a new credit file on themselves.

So because the mail is the best means for them to communicate with the public along with the many variables and sometimes complex circumstances that warrant a person requesting a copy of his credit report, the credit bureau has no other choice but to send the requested report without question as soon as possible regardless if the information the person is using is accurate or not! The fact remains that you will have a new credit file created in their system along with a new credit report on that file! Depending on the time of year you request the file, it could take from one week to two months to receive it back from them in the mail. Just be patient and wait for it because it's going to be sent back to you!

Once you've gotten the valid temporary driver's license or ID slip that they give you until the one with the picture in it comes, you can go down to the credit bureau with it and get a file created on the spot by requesting a copy of your credit report when you get there. They'll give you a paper to fill out asking for your name and personal information. Then they'll go to their computer and pull your report, thus creating a new credit file, for an \$ 8 - \$ 1 0 fee.

The safest way to go about creating a new credit file is to go to a business such as a jewelry store that's a member of the credit bureaus and reports to them on all their clients. Take your valid temporary or permanent picture ID that you'll be using to create your new credit file and apply for an inexpensive piece of jewelry for about \$ 100 on credit. They will give you a credit application to fill out. Then they'll go to their credit bureau's computer terminal in the office and run a credit check on you by typing into their computer your name and personal information in order to pull your credit report, thus creating a new credit file on you in the process! Next they may want you to give them a \$20 deposit on the jewelry with the rest of the cost to be paid in small monthly installments. After you make your first payment on the jewelry the following month, they will report to the credit bureau that you have paid as agreed and it will show up on your new credit report as an A- I rating. **THE BEST WAY TO CREATE YOUR NEW CREDIT FILE**

The way that seems to be working best for people is for them to use their same name and birthday with all the other personal information being changed. This way, the only thing that has to be done at the driver's license bureau is a routing address change. And instead of trying to go to the credit bureau or write them to get a new credit file created, it works out better for people to go to a jeweler and get the to create their new credit file for them. Like I said this is working out with fewer problems than the other ways I've described to you. But it's up to you to decide which way you want to go about doing it for yourself. **EMPLOYMENT REFERENCES**

After you've gotten your new credit report and matching license or ID, you'll need an employment reference so that creditors you'll use to build a strong credit profile can call and verify that you are working before issuing you credit. If you decide to keep your name and use different personal information to get your new credit file and are employed, this presents no problem to you. Potential credit grantors don't question your employer to see if you gave the correct personal information. When they call, they only want to know if you (the name you gave them) works there, how long, and possibly how much money do you make. If you decide to change your name in order to create your new credit file and are also employed, all you have to do is take your new license or ID to your personnel office or employer at your job and they will gladly make the name change on your records so when potential creditors call there will be no problems.

in either case, if you're unemployed, my company will be an employment reference for you (write me if you're interested); or if you know anyone personally that owns a business, you can ask them if they will be an employment reference for you. Make sure that you tell them that it's only for credit purposes and it won't involve taxes. It might work out best if you give the person some money as an incentive for helping you.

You can also give the appearance that you are working when you are really unemployed by getting a business phone line placed in a friends home with an answering service attached. Then you can have it listed in the phone book because creditors do check to see if businesses are listed sometimes. Having it in a corner of a friends house and listed would give it a different address other than your own. If you would rather have it at your home, you can have only the phone number listed and not the address. Then all you have to do is tell the potential creditors that you work with a small company that's into sales and sometimes everyone is out in the field. But the owner will get back in touch with them if they leave a message on the recorder. This is something that creditors turn into sometimes and they won't be surprised at you telling them this. But what they won't know is that either you or one of your friends will be returning their call and giving you an excellent job verification!

Sometimes creditors ask to see a check stub from your job. This is an easy thing to get around, All you have to do is open a business account and order the checks that have the most business like stubs.

Remember to always type out your check stubs whenever you have to use them, It usually takes the bank a couple of weeks to get you your permanent checks. As soon as you get them, you can close the account, if you want to, because all you wanted was the check stubs, And always start off using the check with the largest number on it. This will require you to get checks from the rear of the checkbooks. This will make the creditors think the business has been in business much longer than it has! BANK LOAN PROCEDURE

These loans are not designed to put money in your pocket. They are designed to get banks to trust you and start loaning you money along with posting A-I credit ratings on your credit report to show you credit worthy. The best credit reference you can furnish is a record of having borrowed money from a bank. Since bank loans are hard to get a good reference will usually rate you as AAA-I and open the doors to the credit world to you. The following is a technique for using the bank's money to build an excellent credit rating for yourself.

First of all, go to a bank of your choice. Make sure they report to the same credit bureau that you are building your credit file at! Open a regular savings account there for no less than \$100. Wait 3 days for the account to be posted and then go back to the same bank and ask for a \$100 loan offering your savings account as collateral. Since your loan is totally secured by your savings account the bank won't even make a credit or employment check. Take the \$100 loan, go to another bank and do it all over again. Go to at least 3 banks doing the same thing. Ask for a 6 or 12-month payment plan for each loan because you'll have to surrender it to the bank in order to get the loan. After leaving the third bank, you'll still have the \$100 cash in hand. Now go to a fourth bank and open a checking account if you don't already have one. Wait two days, and then make one monthly payment on each bank loan from your new checking account. Wait a full week and send your second monthly payment to each bank. Repeat one week later with your third month's payment.

Once you've followed my plan, you'll be eligible for signature loans, credit cards, home or auto financing, or anything else. And why not? Within 30 days you'll have an active checking

account, three \$100 savings account, and three \$100 loans on which you are 3 months ahead on payments. You'll also have 3 A-1 credit ratings on your credit report. And as you continue reading, you'll see that you'll also have a fourth A-1 credit rating from the bank that will issue you your Visa and/or Master Card.

By making the first 3 payments you have unfrozen equal amounts cash in you savings accounts. You can now withdraw enough money from your savings account to make upcoming payments. Continue in this manner until the loan is paid off. You'll still retain most of your original \$100 because it continues to draw interest while used as collateral. This helps offset the interest changes as you pay. Try to keep a little money in each savings for future references.

Some of you can institute this procedure with \$300 or \$1000 or more. Remember that the more money you use the better your credit report will look to credit grantors

DO NOT ATTEMPT THIS BANK LOAN PROCEDURE UNTIL YOU'VE GOTTEN YOUR NEW CREDIT REPORT. THIS WAY THE STRONG CREDIT PROFILE YOU'RE BUILDING WON'T SHOW UP ON YOUR OLD CREDIT REPORT WITH ALL YOUR BAD CREDIT ON IT. CREDIT CARDS

These cards we are going to discuss here are the MasterCard and Visa only. Banks and Savings & Loans issue here. You can either purchase good and services using this card or go to the institution that issued that card and get cash advances i.e. get cash directly against that card.

For these cards, one has to have very good credit or reasonably good credit. Checking your credit can be done in different ways. One way is by writing to the Credit bureau near them and getting your credit standing in the Bureau's Credit File. Another way is to evaluate you by their own standards of point systems (please see table at the end of this chapter),

To get a quick guide of institutions issuing credit cards, get out your yellow pages and look under Banks and Savings & Loans. Call them and make a list of the ones issuing these cards and then go to them and pick up their applications and keep them read. Then go through this book and write all the ones listed and get their applications. Get hold of other institutions using yellow pages of major cities and get their applications. Then when you have enough applications at hand fill them all up and mail the ones from zip codes 0 to 5 the first day, the ones of zips 6 to 8 the next day and Zips 9 the third day, so they all reach the institutions the same very day (for California residents only - others states please improvise.)

If you get accepted in 10 out of 30, each with a credit limit of \$1,000 you can have access to \$ 10,000. This is one of the quickest ways of obtaining a loan in the shortest time (and the safest).

A sure shot way of obtaining credit cards is the secured cards. These are credit cards issued against your depositing cash in that institution. If you have savings or other savings account, then you might as well have it on them in institutions, which give credit cards in return. The credit requirements of these mentioned ones are not very stringent. A good way to raise your

credit limit on the secured credit cards is to take cash advances and re-deposit the cash (and pay the debt) till you reach your credit limit. 53 CREDIT SCORING SYSTEM AGE POINTS CREDIT HISTORY POINTS 4 LOAN AT THIS BANK 18-21 0 1 LOAN AT OTHER BANK 22-25 3 SAVINGS ACCOUNT 26-64 2 2 1 CHECKING ACCOUNT 65-69 2 MARITAL STATUS OCCUPATION MARRIED 1 PROFESSIONAL

3 2 1 SINGLE SKILLED 0 SEPARATED UNSKILLED 0 WIDOWED 0 DIVORCED 0 DEPENDANTS YEARS WITH EMPLOYER

NO DEPENDANTS UNDER ONE 0 0 ONE TO THREE FOUR TO SEVEN I 2 1 OVER THREE EIGHT OR OVER 3 RESIDENCE MONTHLY INCOME RENT UNFURNISHED

2 1 4 3 1

1 2 3 4 5 6 UNDER \$600 RENT FURNISHED \$600 TO \$1,000 \$1,000 TO \$1,250

OWN WITHOUT MORTGAGE OWN WITH MORTGAGE LIVE WITH PARENTS \$1,250 TO \$1,500 \$1,500 TO \$2,000 \$2,000 AND OVER PREVIOUS RESIDENCE TELEPHONE

LISTED IN APPLICANT'S NAME 2 NOT LISTED IN APPLICANT'S NAME 0 0 TO 5 YEARS 0 1 6 YEARS AND UP MONTHLY OBLIGATIONS I 0 TO \$250 0 OVER \$250

In most cases, 18 points is the minimum number of points acceptable if you are to receive an unsecured loan. The factors most leading institutions weigh the heaviest are a good salary, a good paying record, and minimal obligations. VISA AND/OR MASTERCARD

There are special bankcard agencies that will issue a Visa and/or MasterCard to anyone that opens a \$300 savings account at their bank regardless if the person has bad credit or no credit. It makes no difference if you have a bankruptcy. You're guaranteed the cards regardless how bad your credit might be if you open the savings account at the bank!

You would receive your card within 30 days from the time you open your savings account with the credit limit on the card matched dollar for dollar with the amount of money in your savings account.

A lot of people can't part with \$300 for long because bills that are pressing them. There's a way around this. Go ahead and open the savings account and get the card. Then go to a Western Union and make a \$300 cash withdrawal on your card and you have your money right back plus the card. Even though you can't charge anymore because you've reached your credit limit, you can still use the card for identification or check writing purposes, Then you can pay your bill down as little at a time as opposed to putting up the entire \$300 at one time and leaving it in the savings account.

Another way to get around paying out the entire \$300 at one time is for you to work with a close family member or friend in splitting the \$300 cost to get the card. Decide on which one of you is going to apply for the card first and when that person gets his card, he's going to

make a \$300 cash withdrawal on it so the other person can apply for his card. When the second person gets his card he's to make a \$300 cash withdrawal on it also and give his partner his \$150 investment back. This procedure will work for as many as 3 people putting up \$1 00 each to help get their cards.

There are also maneuvers that a person can utilize with his secured card that will show him creditworthier than he actually is. It will cause banks to loan him more money and quicker. And it will make the creditors want to give you things that they normally would not have. In order to do this, you have to be patient and you can't make any charges on your card until you've gotten where you want to be. If you can afford it, secure yourself a Visa or MasterCard. Use one for your personal charges and one for the following purpose.

First of all, the bank that issued your secured card will report to the credit bureau the transaction. And on your credit report will be the bank's name along with your credit limit and credit rating. At first, your credit limit will be only \$300 if that's all you put in the savings account that's required for the card. When you get your card, make a \$300 cash withdrawal on it and put it into the savings account you used to get the card with your original \$300. Then you'll have \$600 in the savings account and the bank will report this to the credit bureau, which will automatically boost your credit limit on your card and credit report to \$600. This move will allow you to make another \$300 withdrawal on your card because you've only made one \$300 withdrawal but you have \$600 in your savings account. So go and make another \$300 withdrawal and deposit it into your savings account and this will automatically boost the credit limit on your card and credit report to \$900. Repeat this procedure and your limit will be \$1,200. Continue until you feel that your monthly payments have reached the limit of what you want to pay. Some people have reached a credit limit on their credit report of \$5,000!

The object of this maneuver isn't to reach a high credit limit on your card, but rather it's to show the highest possible credit limit on your credit report. Even though your card may have a \$5,000 credit limit the fact remains that it's all charged up. But when creditors or banks see a \$2,000 or \$5,000 spending limit on your credit report they'll think that you are a preferred customer at the bank that issued the card. They know that banks don't give out \$2,000 to \$5,000 spending limits on a major credit card to anyone so therefore, they'll think that you are somebody special and will be glad to give you're the loan or whatever you are applying for on credit within reason. especially if they can look back over time on your credit report and see that you made your payments on time every month. But what they won't know is that you were not a preferred customer at the bank, but rather you took advantage of a special Visa and MasterCard program that required for you to secure the card by opening a savings account with a minimum of \$300. And that you legally maneuvered your way to a \$2,000 - \$5,000 or more spending limit that made you look like you were a preferred customer at the bank. But as the old saying goes "What a person doesn't know won't hurt him!" In rebuilding credit, it takes time to walk up the credit ladder. Utilizing this maneuver, you'll get things on credit in a few months that would have taken a few years to get if you had not done it because it made you look more credit-worthy than you actually were according to the standards of most creditors.

The National Credit Bureau is the largest bankcard agency in America that offers a secured Visa and/or MasterCard; Their telephone number is 1-800-433-2455, extension 731. If you call them requesting their application package they'll send it to you for \$39.95, which is a non-refundable fee that covers the expense of setting up your savings account at Transcontinental bank and issuing you the cards. After they receive your application, they'll contact you back in 2-3 weeks letting you know that your account has been opened all the paperwork is complete and all that's needed is your \$300 deposit for your savings account. After you send in your \$300 deposit, you'll receive your Visa or MasterCard in 2-4 weeks. And it's just that simple.

Most people charge their credit cards and pay installment payments each month on a fraction of their debt, Now that is exactly what the issuing banks want you to do because you are helping them to stay in business. In fact, that is how banks make their money. However, it is your loss in the interest you pay. The new tax laws do not permit you to take any deductible on the interest payments of your revolving debt. The right way to charge is to pay the entire balance WITHOUT paying any interest. That you established credit as well as not pay any interest. Which essentially means that you borrowed the money free for that period of time. At the same time, the cash in hand can be deposited into interest bearing accounts to EARN interest money for you. So if you do not pay cash for your purchases (assuming that you already have the cash in your hands) but charge it every time at the same time keeping the cash in hand in an interest bearing account actually makes you money; which you would have lost if you would have paid by cash.

How long do you think you could charge and not pay back WITHOUT paying any interest on it? About one month, right? WRONG!! It is actually two months. Let us show you how.

Take this case: You have a billing date of the 30th That means the bank bills you once a month for charges accrued during the month, and the bill comes to you dated the 30th This bill includes charges entered on your account up to the end of business on the 30th You do not have to pay any of these charges for 25 days after the billing date. After 25 days, interest begins to mount up at 12 to 18 percent in most states. So you start with 25 days of FREE credit.

Example: If you make a local charge before 3pm on the 29th - a Monday when Tuesday is not a holiday - and your bank is the same as your retailer's, your real charge date is one day later. That is the 30th, but your billing date is the 30th, so the charge will appear on the bill of the 30th, and you will have to pay it 25 days later. Next Month Billing Date 24 29 30

Real charge Date 25 free credit day Charge date

But suppose you made the purchase after 3pm on the 29th Then your real Charge date is now two days later, or on the 31st That is because the charge receipts are deposited a day later by your merchant in his bank. Billing Date 29 31 30 Charge Date Real Charge Date

You will have skipped over the billing date. The charge will not appear until the next billing date- Billing Date Next Billing Date

29 30 31 30 Real Charge Date Charge Date which is 30 days hence. And you will not have to pay for another 25 days. Next Month Month After Billing Date Next Billing Date

29 30 31 25 30 Real Charge Date Charge Date

You get 55 days plus the two days between charge date and real charge date, for a total of free credit for 57 days. By simply shifting your charge from before 3 p.m. to after 3 p.m. You gain 32 additional days of free credit. OBTAINING ADDITIONAL CREDIT

Now that you have the knowledge of how to start building a strong credit profile in your new credit file you might want additional credit. DON'T BE IN A HURRY TO DO THIS! If you follow my procedure, you'll have 3 banks behind you. Concentrate on improving your ability to borrow money from them and getting other banks behind you, if you can. After you pay off your first secure loan, ask the loan officer what it takes for you to get a small loan without having to secure it with a savings account. That's what you concentrate on and follow their advice so you can start getting loans on your word! Then you're on your way!

When the doors to the credit world open for most people, they start charging things they really can do without, mainly material possessions. I recommend that you concentrate on your being able to borrow the money for the material things you want in life. Then concentrate on your ability to travel by getting a couple of airline cards along with car rental, car repair cards, and a couple of gas cards. Other than this, you might want to get a finance company behind you.

ALWAYS REMEMBER THAT ONCE YOU'RE IN GOOD WITH A BANK; NEVER LET THAT RELATIONSHIP SOUR AT ALL COSTS! CREDIT AND FINANCIAL WISDOM

Very few people know this, but there are universal laws that govern credit and finances. These laws can be utilized by anyone regardless of how much money he has. If these laws are followed, it will guarantee that you'll never be broke and that you'll always have money, even if you are on welfare!

It's a book called 'The Richest Man in Babylon.' It examines each one of these universal laws in short story form. As far as I'm concerned, this book is the most valuable possession a person can have next to the bible! I'm not going to tell you anything about the book because a hint to the wise is sufficient. Get this book! It's well known at all bookstores and costs about \$6. This book can change your credit and financial situation for the rest of your life because it truly holds the keys to success! 57 HOW TO GET FREE CREDIT REPORTS FROM YOUR CREDIT BUREAU

How many of you have been rejected for credit cards or loans? Well, scan through that rejection letter and see which credit bureau's information was used to reject credit to you. As soon as you have located the name of the bureau in that letter, send that very letter along with a letter by you requesting a copy of your credit report to that Credit Bureau within 7 days

after you received the rejection letter. So not send any money as you are entitled to your credit to your credit report FREE of any charge.

PUTTING TEN YEARS OF GOOD CREDIT IN YOUR CREDIT FILE OVERNIGHT

After you have created a new credit file, remember that you have no credit. It's a fresh start again. SO from now on, you have to be very careful to go about (in life) in business transactions. But you are sort of still handicapped for the present because you have no past history for creditors to judge by. To put tens of years of good credit in your new credit file would enable you to get loans I overnight.' To do this you need at least one friend or relative with A- I credit for a long time (tens of years). He/She should also be willing to help and trust you.

if they already have charge cards (assuming you have more that one person willing to help you), ask them to get duplicate cards in your name. Reassure them that you do not intend to use the cards, but it is solely for their good credit to appear in your credit file. As a gesture of thankfulness and that you mean well, assure those good souls that you will hand over the cards to them immediately when you receive them in the mail. And make good your word. As soon as you receive the cards, their accounts will appear in your credit file and they will be backdated to the time when they were first issued to your benefactor. The more persons helping you to obtain this, the merrier. You are well on your way to attain success from now on. Use your credit wisely. **THREE LAWS YOU SHOULD KNOW ABOUT**

The fair Credit Billing Act, The equal Credit Opportunity Act, and the Fair Credit Reporting Act are three important laws that you should understand before we begin out discussion of credit. All of these laws are designed to protect the consumer from unfair practices on the part of the business, particularly creditors and credit information bureaus.

The Fair Credit Billing Act states that if you find an error of \$50 or more in your credit card statement or department store revolving charge statement, and you write to the company about it, the company must acknowledge your letter within 30 days and must resolve the dispute within 90 days. You must write on a separate piece of paper, not on the bill.

The Equal Credit Opportunity Act bars discrimination on the basis of sex or marital status in the granting of credit. Furthermore, you cannot be discriminated against on the basis of age, race, color, religion, national origin or public assistance payments.

The creditor may, however, ask questions relating to these areas if they have some bearing on your credit worthiness. For example, a creditor may ask your marital status if and only if you are applying for credit jointly with your spouse, your spouse will be authorized user of the account, you live in a community property state, or you list assets located in a community property state.

Likewise, a creditor may ask you about alimony, child support, and separate maintenance if and only if you are dependent on these as sources establishing your ability to repay your debts. The creditor can, in this case, ask whether there is a court order requiring the

payments, or about the length of time an regularity of the payments, or may check your ex-spouse's credit history.

The Equal Credit Opportunity Act also requires that if you are denied credit, the creditor must tell you why you were turned down.

The Fair Credit Reporting Act protects your credit status from misinformation, unverifiable information, and incomplete information. If you have been denied credit within the past 30 days because of a negative report, the lender who turned you down must give you the name and address of the credit bureau that supplied the report.

You then have the right to obtain a free copy of your own file from the credit bureau. This file must contain all the credit information they have on you and the sources from which they obtained that information.

Under the Fair Credit Reporting Act, you also have the right to an investigation of any information in your file that you feel may be inaccurate or incomplete. This is your right whether or not you have been turned down recently by a potential creditor or lender.

If the investigation reveals that the information in your file is inaccurate or incomplete, or if it cannot be verified, it must be either be corrected or removed from your file. The credit bureau must send a copy of the corrected record to each creditor or employer who was furnished with the incorrect or incomplete information.

Even if the credit bureau finds no reason to correct your file, you have the right to issue a statement of your reasons for disputing their records, and this statement must be kept as a permanent part of your file. If a credit bureau violates the Fair Credit Reporting Act in any way, you should contact the Federal Trade Commission and you have the right to sue the credit bureau.

To find the credit bureau that has your file, check the Yellow pages of your phone book or call your local Better Business Bureau for assistance. It is worth your while to check your credit file routinely for errors or omissions: this will be discussed in more detail in the section entitled 'Understanding your credit rating'.

Credit cards are an excellent resource if you know how to use them. You can actually make money with your credit cards. You need to start by applying for oil company cards and charge cards from major department stores. These cards are easy to get if you have good bank references, which you now have and they don't mind the fact the you have no other credit cards.

To apply for a department store card, simply go to the store and fill out an application. Most stores have applications at every counter or cashier's station, or they have a customer service department where you can pick up an application. Some stores even have desks where someone will check your identification and issue your charge card immediately.

Oil company cards are also fairly easy to get, and some, like Mobil, are good for a variety of services, including towing and repairs. You can pick up an application for these cards at service stations, and you will probably begin receiving charge card applications in the mail once you have department store cards.

It is a good idea to go ahead and use these cards, Just having charge cards from department stores and oil companies does not help your credit rating much. But if you use the cards for purchases you would make anyway, pay off your full balance each month, then having the cards is not costing you anything and you are establishing good credit records with a variety of companies.

Another idea is to mail in a little more than your balance on your charge cards. Just a dollar or two extra is enough to give you a positive balance on your department store charge account, for example. And when you begin to apply for other credit cards and your potential creditors check with the store, they will be very impressed that you have a positive balance.

The next step is to apply for either a Master Card or Visa. These are bankcards, and almost every place that takes credit cards will take these. Exceptions are some of larger department stores that issue their own cards, for example, Sears or Macy's.

You can apply for Mater Card and Visa through almost any bank, so try one of the banks where you have your savings accounts. By now you are such a good customer of these banks that they have probably already offered you credit cards. You can even get one card from each bank if you like.

There is no limit to how many Master Card and Visa cards you may have so long as they are with different banks. These two cards care relatively easily to get if you have bank references, which you have, and department store or oil company credit cards. There is usually a small fee for a Master Card or Visa account, but it is often as little as \$20 a year, and some banks offer free cards to their customers.

The last credit cards to apply for are the so-called Travel and Entertainment cards, specifically, American Express, Diners Club, and Carte Blanche. These cards are easier to get than they used to be, but you will still need an annual income of at least about \$15,000 to obtain one. These cards have an annual fee of about \$5, and they really have few advantages over Master Card and Visa. There are very few places that accept only the Travel and Entertainment cards, but of course, these cards are considered somewhat prestigious. **USE YOUR CREDIT CARDS TO MAKE MONEY**

If you use your credit cards wisely, they can actually help you make extra money. You need to have at least four credit cards, all from different banks, and you need to know the billing date for each card. You can often request approximate billing dates, for example, the first, second, third or fourth week of the month.

You should request billing dates a week apart on your four cards, so you receive on credit card statement each week.

Next you should look for stores where you can shop for almost everything with a credit card and still get low prices. If you can find a reasonable priced grocery store, for example, that's great. Keep your spending money in your savings account. During the first week of the month, charge all your purchases to the credit card whose billing date is around the first of the month. In other words, use the credit card with the billing date that is either a day or two away or just past. This way you won't get the statement for about a month and since you will have another 30 days before the payment is due, the money you spend during this week can be earning interest in you savings account for two months while you are enjoying your purchases right now.

Do the same thing during the second week. Put your expense money in the bank and use your second card for your purchases. Again, you don't pay this bill for 60 days, and your money earns interest the whole time. You are making all your payments a full two months after you make the purchases, so you will always have two months worth of expense money in the bank earning interest.

If something goes wrong and the bill on one of the cards is due when you have no money to pay it, the best thing to do is take a cash advance on one of your cards and pay the entire bill, not just the minimum balance. It is almost always better to take cash advance and pay the full balance than to pay only the minimum balance, because the interest charges on cash advance loans are almost always lower than the interest charges on unpaid credit card balances.

Another good reason for having a number of credit cards is that you will have access to a great deal of cash if you ever need it. If your combined credit limit, for example, is \$1 0,000, all you have to do is get \$10,000 in cash to go to the banks holding the cards and ask for it. So as long as your payment record is good the bank will keep increasing your credit limit, and you will have access to increasingly more cash.

Visa and Master Card cards can be obtained in the majority of banks around the country. You should be able to find banks in your very own neighborhood willing to issue credit cards after you have followed our step-by-step format and are ready to apply for them. Listed are banks throughout the country that offer Master Card and/or Visa Charge cards.

While we believe the sources on this list to be reliable, we make now warranty or representation of any kind. We assume no responsibility for contracts, agreements, negotiations, or other use that might result from publishing this type of information. ALABAMA CONNECTICUT People's Bank Union Bank and Trust 60 Commerce Street 899 Main Street Bridgeport, CT Montgomery, Alabama 579-4791

(and 8 other convenient locations) 265-8201 Branches throughout Connecticut DELAWARE

First National Bank Delaware Trust Co Inferior City Branch, 1800 Pennsylvania Ave. Of Anchorage 8th and Noble Wilmington, Delaware 421-7165 Fairbanks, Alaska (and 21 other

branches statewide) ARKANSAS WASHINGTON D.C. Union National Bank Suburban Bank West Capitol at Louisiana Branches throughout Washington and Northern Virginia

501/378-4000 270-5000 CALIFORNIA FLORIDA Security Pacific National Bank Landmark Banking Corporation of Florida Carlsbad Office One Financial Plaza 645 Elm Ave. Carlsbad, California Fort Lauderdale, Florida 729-2355 765-2400 Branches in Florida Branches throughout California

GEORGIA First National Bank of Atlanta Visa/Master Card Information

CALIFORNIA cont. Atlas Savings & Loan Assn, 444 Castro St.

San Francisco, California 415/861-3161 231-7538 Branches in metropolitan Atlanta 61 INDIANA COLORADO Indiana National Bank United Banks United Bank of Denver One Indiana Square 1700 Broadway Indianapolis, Indiana 266-6000 Denver, Colorado 861-8811 Branches throughout Indianapolis

The United Banks have branches Throughout Colorado KENTUCKY IOWA Merchant's National Bank Citizen's Fidelity Bank and Trust Main Bank/Downtown Company 2 Ave. and 3 St. SE Louisville, Kentucky 581-2100 Cedar Rapids, Iowa 398-4211 LOUISIANA

MISSOURI Commerce Bank of Kansas City Tower Banking Center Century Bank in New Orleans 3801 Canal St. 9th & Main New Orleans, Louisiana 4786-7242

Kansas City, Missouri convenient locations throughout 4 other branches MONTANA

First National Bank of Commerce Baronne and Common New Orleans, Louisiana First Interstate Bank of Billings First Interstate Center 561-1371 401 North 31 Street

Many convenient branches Billings, 255-5000 Montana MARYLAND NEBRASKA Suburban Bank National Bank of Commerce Trust 1419 Forest Drive & Savings 13 & 0 Annapolis, Maryland 267-9100 Lincoln, Nebraska Over 60 offices throughout Maryland The Savings Bank of Baltimore Westgate Bank 1204 West 0 185 Annapolis Mall Lincoln, Nebraska Annapolis, Maryland 266-6388 476-1204 Other convenient locations MASSACHUSETTS Cornhusker Bank Shawmut Worchester County Bank 11th and Cornhusker Hwy 446 Main St. Lincoln, Nebraska 474-2266 Worchester, Mass 793-4000 MICHIGAN

NEW HAMPSHIRE Indian Head National Bank First of America Bank - Wayne 149 Hanover St. 400 S Main Royal Oak Oakland, Michigan

Manchester, New Hampshire 668-3131 3399-3003 5 convenient locations Offices throughout Michigan 62 MICHIGAN OHIO Security Bank and Trust Huntington Banks 16333 Trenton Rd. Cleveland City Office Euclid Ave. Southgate, Michigan 281-5000 917 Cleveland, Ohio 267-4656 Branches throughout Michigan Toll Free 1-800-821-3408 Many locations

MISSISSIPPI Society National Bank The Sunburst Bank 127 Public Square 329 Capitol Cleveland, Ohio 622-8770 Jackson, Mississippi 969-6136 Many convenient locations 8 branches First United Bank UTAH 202 North College First Security Bank Main St. at First & South Brandon, Mississippi 825-2273 79 South Main 4 locations Salt Lake City, Utah 350-6000 Offices throughout the state OKLAHOMA First Interstate Bank of Utah Liberty National Bank and Trust Co. Via/Master Card One Hundred Broadway

Toll Free 1-800-552-5050 Many convenient locations Oklahoma City, Oklahoma 231-6000 OREGON Far West Federal Bank First Interstate Bank 444 SW 5th 1300 SW 5th Portland, Oregon Portland, Oregon 241-4444 Toll Free 1-800/722-5678 Many convenient locations VIRGINIA

PENNSYLVANIA Northeastern Bank of Pennsylvania Pennsylvania Ave. & Spruce St. Scranton, Pennsylvania United Virginia Bank 515 King St. Alexandria, Virginia 838-3000 829-6811 Locations throughout the Pocono s-Northeast Locations throughout the state RHODE ISLAND WASHINGTON Rhode Island Employees Credit First Interstate Bank of Washington Union 999 3rd 160 Francis

Seattle, Washington Toll Free 1-800/552-5050 Locations throughout the state Providence, Rhode Island 751-7440 6 convenient locations SOUTH CAROLINA WEST VIRGINIA CAB Federal Credit Union Kanawha Valley Bank 814 N Jefferies, ST One Valley Square PO Box 1793 Walterboro, South Carolina 549-9573

Charleston, West Virginia 25326 348-7000 63 WISCONSIN

SOUTH CAROLINA C.N.S. Federal Credit Union 1-26 & Aviation Exit Charleston, South Carolina 7 convenient locations State Central Credit Union 2332 West St. Paul Waukesha, Wisconsin 547-0550 3 locations PUERTO RICO

SOUTH DAKOTA Home Trust Savings Banco de Ponce 20 E Main St. Ponce, Plaza Degetau 842-8000

Vermilion, South Dakota 57069 605/624-2608 Convenient locations throughout PR CANADA VERMONT Toronto Dominion Bank The Howard Bank 1 1 1 Main St. 700 W. Georgia Toronto, Canada Burlington, Vermont 664-3503 658-1010 Many branches Offices throughout the state

Bell Savings 400 S El Camino Road P.O. Box 502 7 San Mateo, CA 94402

They may not accept applications out of their servicing area. AA credit check and employment verification may be obtained. The minimum deposit is \$1,000 and the credit line is up to 80 % of your deposit. The interest is only 7 % and no interest is charged if the bill is paid by the due date. Bell Savings has 17 offices throughout California. For a free major bankcard application call 415/343-8200, and ask for a free 9 percent major bankcard application.

Household Federal 555 N. Euclid Anaheim, CA 92801 ATTN: Consumer Credit Division

They may not accept applications out of California, The minimum deposit is \$1,000 and 50 % of your deposit is your credit limit. The interest charged is 7,5%, but you must pay interest even if you pay your bills in full. There is no grace period. For free applications call 714/772-7440, and ask for a free application for a major bank credit card.

Napa Federal Savings & Loan PO Box 480 Napa, CA 94558

They may limit their accounts to California only. They have very minimum liberal credit checks. The minimum deposit it \$ 1,000, with a 50 % credit limit. At \$3,000 or more, the credit limit is 75 %. There is no fee, and the interest rate is 8 %. Napa Federal has three branches in Napa, Calistoga, and St. Helena, California. San Francisco Federal Savings & Loan Assn. A TTN. - Debbie Babb Credit Department 1026 First Street PO Box 480 Napa, CA 94558

They accept people with or little no credit history. Exceedingly poor credit may be refused. A savings account minimum balance of \$2,500 or 200 % of outstanding credit must be maintained. No annual membership fee is required. If your account is paid in full each month, there are no finance charges. The interest rate is 9 only 15 % simple interest. Senior citizen rate is 12 %.

Santa Clara Savings & Loan Association A TTN. - Frank Sepens Credit Department PO Box 730 Santa Clara, CA 95052

Deposit \$2,000, and receive a major bank credit card with a \$1,000 credit limit. Each \$1,000 above that gets you an additional \$ 500 more credit. No annual membership fee is required; and if you pay your account in full each month, there is no interest charge. An interest rate of 12 % is charged on the outstanding balance. With \$ 5,000 or more on deposits, you will automatically receive their major bankcard in gold and enjoy its many benefits. For a free application call 408/720-8822.

First Interstate Bank of California Bank Card Division Van Nuys, CA 91409 Major bank credit card - liberal credit check

State Savings 222 N. El Dorado Street Stockton, CA 95201

Major bank credit cards are offered. They accept accounts from California only. The credit check is liberal to minimal; The minimum deposit is \$ 2,500 with a 50 % credit line. There is a fee of \$15 per year and you are charged an interest rate of 18 %. There are 28 branches throughout the state.

The First National Bank of Chicago A TTN. - First Chicago Savers Club - 12 % Major Bank Credit Card One First National Plaza Chicago, IL 60670 They will do a liberal credit check. They have a \$2,500 minimum balance, but the interest charge is only 12 %. They may accept out of state applicants.

Citicorp Savings of Illinois Credit Card Services Department PO Box 87551 Chicago, IL 60680

They accept applications only from their servicing area, and the state of Illinois. There is a liberal credit check at the 100 % credit line. If you will give yourself a smaller credit line of say 75 % or 50 %, they might be willing to give you the card even if you do not pass their liberal credit check. The minimum savings deposit \$ 1,000 with a credit line of 100 %. There is no fee on the card.

City Federal Savings & Loan Association East Jersey at Jefferson Elizabeth, NJ 07201

They verify employment and run a minimal credit check. The minimum credit line is \$ 500 and \$ 1,000 savings deposit. The interest charge is only 12 %. In a letter they said they accept out of state accounts.

United Federal 498 Clement Street San Francisco, CA 94118 They may not accept applications out of California, There is a liberal credit check. You will receive a credit

limit of 50 % of your deposit, and the interest will be lower than normal. MAJOR BANK CREDIT CARDS

The following savings and loan companies may or may not issue a credit card to residents outside their servicing area. Some of them may give consideration to initialing this program. Write them. You may be within their servicing area or be placed on their list while their making up their minds to extend their area of service.

Los Angeles Federal Savings ATTN: Adrianna Alvarez Credit Card Account Department 1700 West Covina Parkway West Covina, CA 91790

Financial Savings & Loan New Accounts Department 6301 Whittier Blvd. Los Angeles, CA 90022 Western Federal Savings Citizens Savings ATTN: Credit Department New Accounts Department PO Box 45031 Denver, CO 80217 Chico, CA 95927 Golden Pacific Bank

The First Federal Savings & Loan Association of Charleston ATTN: Credit Card Department 34 Broad St. - PO Box 190 Charleston, SC 29402 241 Canal Street New York, NY 100 1 3 Minimum balance \$ 1,000 American Savings United First Federal Savings ATTN Carl R. Johnson ATTN: Terry Parish Vice President PO Box 2590 Reno, NV 89505 Savings Division Boise, ID 83701 Places Savings ATTN: New Accounts Dept. 940 Lincoln Way Auburn, CA 95603 The following banks only service accounts in their area. Homestead Federal Valley National Bank Phoenix, AZ Dayton, OH Minimum Balance - \$ 1,000 Minimum Deposit - \$ 1,000 First National Savings Guam Savings Dyna, Guam Los Angeles, CA Minimum Deposit - \$ 1,000

The following 10 banks may or may not have their major special bank credit cards program still in effect. Sent them your own request (see sample letter) for their special major bank

credit card secured account application or just send them a post card requesting the information. Associates National Bank Great Western Saving PO Box 500 9429 Tampa Avenue San Ramon, CA 94593 Northridge, CA 91324 66 Associates National Bank

Citibank (South Dakota), N.A. PO Box 6020 C/o CB Marketing Sioux falls, SC 57117 PO Box 1714 Bellaire, TX 77401 First Federal of Chicago Bank of Virginia PO Box 28030 Credit Card Service Dept. PO Box 8761 Richmond, VA 23276 Chicago, IL 60600 Bayview Federal Savings 601 Market St. San Francisco, CA 94105

They may not accept accounts from outside California. The minimum deposit is \$ 1,000 with a 50% credit line. The interest rate is 16 %. There is no interest charged if the bill is paid in full. Los Angeles Federal Savings Credit Card Department 1 Wilshire Blvd. Los Angeles, CA 90017

They accept accounts from California only. The credit check consists of verification of employment and TRW. There is not a formal credit check. The minimum deposit is \$ 2,000 with a credit line of 50 %. There is no fee, and the interest is 12 % on the unpaid balance. There are twelve branches in Los Angeles.

San Francisco Federal Savings Credit Card Department Post & Kearny Streets San Francisco, CA 94104

They may limit their accounts to California only. They will accept individuals with little or no credit history. The minimum deposit is \$ 2,500, with a credit line of 50 % There is no fee and the interest rate is 15 % on the outstanding credit balance. There are twenty-five SFFDS branches throughout northern California.

United Savings Bank Special Bank Credit Card Account 501 Maple Avenue West Vienna, Virginia 22180

The United Savings Bank has created a special major bank credit card program whereby everyone may apply for the benefit of a major bank credit card. Almost all applicants are approved and receive their personal bank credit card(s) regardless of credit history of job status. If their program is still valid, you can place as little as \$300 in a savings account and receive a major bank credit card, with a 100 % credit limit of \$ 3 00.

It is to your benefit to send for free information to every one of these sources we have listed to receive a "FREE" copy of all their services and applications for credit cards. After you have received all the literature, review it, and decide which bank and credit card program is the best for you. If you send post cards, to all these banks listed, you have only invested about six dollars. If you send letters, and copy on request letter, you still have less than ten dollars invested, and you have gained so much credit card information.

America's most prestigious credit card is a bank-affiliated card issued by banks across the country. In addition to the charge account owned and operated by American Express, the card includes a separate line of revolving credit issued by the bank on its own terms of

between \$ 2,000 and \$ 50,000. Of course, the bank must approve your application independently, and their standards may be even more stringent than those of American Express.

First Woman's Bank of New York City has introduced an innovative program to obtain the card for those who might not qualify. By collateralizing a Certificate of Deposit of \$ 2,000 or more for at least one year, the bank may approve the marginal applicant who might be declined for a blemished credit record or other factor.

As common sense tells you, the Gold Card is not for everyone. "people with serious credit problems such as outstanding delinquent applications, may be turned down by either institution," said a spokesperson for the bank. "But (borderline cases people who should qualify but for some reason may be declined, can often be approved through this procedure." First Women's Bank is located at 111 East 57th Street, New York, NY 10022, 212/644-0670.
GET THE GOLD CARD

Bank credit cards have also introduced "Gold" or "platinum" cards with higher credit lines and other services. We are advised that Island Savings & Loan, PO Box 8, Harbor, WA 98277, issues a secured Gold Major Bank Credit Card Account. A \$ 7500 savings account (such as CD) is required, with a credit line equal to 67 % of that, or a minimum of \$ 5000. Again, more serious credit problems would not likely qualify for this account. **LIST OF BANKS & S & L'S ISSUING VISA / M/C BELOW 16 % INTEREST**

1. ARKANSAS FEDERAL, Little Rock, Ark. 11.8% annual interest, variable. \$ 35 annual fee. No grace period. Interest charged from date of purchase.
2. PEOPLE'S BANK, Bridgeport, Conn. 13.5%, but a higher rate charged for cash advances. \$ 25 annual fee. 25-day grace period. 3. NCNB TEXAS, Dallas, TX. 13.9%, variable. No annual fee. 25-day grace period.
4. REPUBLIC SAVINGS, Milwaukee, Wisc. 13.92 %, \$ 10 annual fee. No grace period. Interest charge from date of posting.
5. HORIZON SAVINGS, Austin, Tex. 14%, no annual fee, 254 day grace period. 6. FIRST ATLANTA, Wilmington, Del. 14.88%, \$ 24 annual fee, 28-day grace period.
7. CONNECTICUT BANK & TRUST, Fairfield, Conn. 15 % but higher rate for cash advances. \$ 25 annual fee. 25-day grace period.
8. USA FEDERAL, Tulsa, Okla. 15.32%, variable. No annual fee. 25-day grace period. 9. MERCANTILE, St. Louis, Miss. 15.9%, \$ 20 annual fee. 25-day grace period. 10. CHAMPION FEDERAL, Bloomington, Ill. 15.9 % annual fee. 30-day grace period. **LIST OF BANKS & S & L'S ISSUING CREDIT CARDS**

1. KEY FEDERAL SAVINGS BANK, 626 Revolution ST. Havre de Grace, MD 21078. Deposit minimum \$ 500 to \$ 5000. No annual or any fee. 21.99% interest. This bank turns down 47% applicants. Pay interest on deposit.

2. AMERICAN NATIONAL BANK OF NEW YORK, Box 0, Fleischmann's, NY 12430. Credit limit of 50 to 90% of deposit up to \$ 2500. You can keep deposit as CD or Money Market Funds. 2% above prime interest plus \$35 annual fee. Before you apply your credit counseling Service has to join up.

**3. THE STATE STREET BANK & TRUST OF BOSTON, 255 Franklin St. Boston, MA 021 1
1. If you open up a Home-equity line of credit, get a Gold M/C g 12.5% interest and a \$ 50 annual fee.**

4. FIRST CONSUMERS NATIONAL BANK, 1-800-937-FCNB (7am-6pm PST). No processing fees. Low annual fees, 21 -day grace period, no credit, bankruptcy, no credit, OK. NEW UNSECURED CARD

CoreStates Bank of Delaware, NA, Box 8922 Wilmington, DE 19885-9685. Need good Credit, free up to 6 months then \$ 20/month for VISA and \$ 28/month for both M/C and VISA, 14.9% for balance over \$4000 and 16.9% on lower balances, credit line from \$ 5000 to \$15000, cash advance fee of \$ 2. NEW SECURED CARD

NEW ERA BANK, SOMERSET, NJ Credit limit of deposit from \$ 500 to \$ 5000, bad credit, bankruptcy, no credit, low income, OK, \$ 30 annual fee, no grace period, 21.99 % interest. LOANS BY MAIL

These work the same way as loans through credit cards. Only in this case you have to apply directly to the company and the loan is against your good name (signature). Good credit is normally required, but others sometimes issue loans against collateral.

If you are seeking a business loan, or for 4expansion capital, make very sure that you have the complete plan from A to Z how you will utilize capital including the vendors, suppliers, and with addresses, phone numbers, and a schedule of the payments back to the lenders.

The best loans are from banks. Their interest rates are the lowest. But they require the best credit. You can get around this by getting a co-signer. The co-signer's immaculate credit gets you the loan. But if you default on the loan, the co-signer's responsible. The Thrifts are next in the order of desirable loans. Their interest rates are slightly higher and they rarely lend outside of real estate. They finance new cars and a few personal items. The third are Finance Companies. Their interest rates go up to 27 % and hold collateral. One of the best ways of getting a loan is to open up a checking account with overdraft protection.

Normally, the overdraft protection is between \$ 2500 and \$ 5000 or even more. Anytime you need a loan, just write a check for the amount you have in the checking account plus the amount of overdraft protection.

Of course you will have to abide by the rules of the bank on paying up the loan. Shop around and you can open up as many such accounts in different banks.

Another method is called the "Compensating balance loans." Only businesses may use this method. The Compensating balance is the minimum percentage of a line of credit that a bank's customer is expected to keep on deposit at all times. For example, if a company has a \$ 1 million line of credit with a 20% compensating balance requirement, that business must keep \$ 200,000 on deposit with the bank.

That compensating balance could even be as low as 10 % or as high as 50 %. You can have any number of such accounts in different banks.

Also, at the end of this workbook, you will find a sample letter for obtaining loans and it will be a good idea to make copies and keep them ready. 69 LOANS BY MAIL

This established financial services broker provides many types of loans, secured and unsecured Nationwide Service. For application write to: FBS Financial Network 16 OAK Street #61 Roswell, GA 3007 or Call: 404/587-3678 Ask for Mary Jo Homer ORGANIZATION:

Chase Manhattan Bank 1400 Union Turnpike New Hyde Park, NY 11042

OFFICE STATUS: This office is the installment loan division of the bank. (See procedure below) LOAN INFORMATION:

Minimum: \$ 3,000 Maximum: \$ 25,000 Term: 24 to 60 months Interest Rate: 17% (rates may vary with location) REQUIREMENTS:

Residence: Stability one contributing factor. Employment Stability one contributing factor. Debt Ratio: Good income and low debts preferred. Credit: Good credit history is required. IMPORTANT APPLICATION PROCEDURES

Current policy at Chase is to make new loans only to residents of CT, NJ, and NY. Other states may open at some future date. Loans will be re-written only to existing clients from other states. 812/424-8031 ORGANIZATION: Credit Thrift, 601 NW 2nd Street, Evansville, IN 47708 OFFICE STATUS: Main corporate office ONLY

NO LOAN APPLICATIONS ACCEPTED AT THIS OFFICE See below for correct application procedures.

LOAN INFORMATION: Minimum: \$ 500 Maximum: \$ 2,500

Term: 6 - 60 months - depending on amount of loan Debt Ratio: No more than 40 % of income to debt payments. Credit: Excellent credit history is required. IMPORTANT APPLICATION PROCEDURES

Credit Thrift, also known as Morris Plan in some states, has many offices nationwide. However, they are not in every state. Each office serves a specific geographic area. Check in the yellow or white pages of the phone book to see if there is an office serving your immediate area. Call or write the office to start the application procedure. Some applications can be taken by phone, with as little as one day approval. A fee may be required, depending on local policy, 70 ORGANIZATION: Associates Financial Services, 250 Carpenter Freeway, Dallas, TX 75222 OFFICE STATUS: Main corporate office ONLY.

NO LOAN APPLICATIONS ACCEPTED AT THIS OFFICE See below for correct application procedures.

LOAN INFORMATION: Minimum: \$ 2,500 (some offices as low as \$ 1,000) Maximum: \$ 2,500 Term: 35 months Interest Rate: 21.5 % (Rates may vary with location)

REQUIREMENTS: Residence: Stability important (2 years or more). Employment Stability important (2 years or more) Debt Ratio: Minimum income \$ 850/mopnth. Low debts. Credit: Good credit required. IMPORTANT APPLICATION PROCEDURES

Offices throughout the United States under Associates Financial Services, The Associates, and Associates Federal Savings. Check for local office, which serves your immediate area in the yellow or white pages of your phone book. Loans can be approved within 24 hours. ORGANIZATION: Beneficial Management Beneficial Center Peapack, NJ 07977

OFFICE STATUS: Main corporate office ONLY. NO LOAN APPLICATIONS ACCEPTED AT THIS OFFICE See below for correct application procedures. LOAN INFORMATION: Minimum: \$ 500

Maximum: \$ 2,500 on signature. \$ 5,000 for a homeowner with good net worth Term: 24 - 60 months, depending on amount of loan Interest Rate: 19 % (Rates may vary by office location) REQUIREMENTS: Residence: Stability important

Employment Minimum two (2) years on job. Debt Ratio: No more 49 % of income to debt payments. Credit: At least 3 years good credit history. IMPORTANT APPLICATION PROCEDURES

Beneficial Management, also known as Beneficial Finance, has branch offices throughout the United States. Each office serves a specific geographic area. Select the Beneficial office in the yellow or white pages of the phone book, which serves your immediate area. In many cases, Beneficial can complete the application process right on the telephone; Funds can be available in as little as 24 hours. 71 SOURCES FOR SIGNATURE LOANS BY MAIL

Eagle Financial Services The Paulson Center W 1500 - 4 th Ave Ste. Credit Thrift Financial Corp Evanston, IL

508 Mail, Phone, in person For the Midwest - Not good in NY Good for small commercial loan Spokane, WA 99204 509-836-3344 * FAX: 509/838-3300 Household Finance Corp. Security Pacific Finance Money Center Alexandria, VA 201 2N

Ranches all over the country - Up to \$75,000 Anoka, MN and all branches in Mid-West

LOANS BY MAIL (Require signature only; no collateral, no personal interview, no co-signers) Associates Financial Service Corp., 330 E. Jefferson Blvd. South Bend, IN 466617 Avco Colorado Industrial Bank, PO Box 31225, Los Angeles, CA 90031

Beneficial Executive Loan Services, 1930 S Hill St., # 208, Ocean side, CA 92054 C.I.T. Financial Corp. 650 Madison Ave., New York, NY 10022 Commercial Credit Corp., 55 Madison Ave., New York, NY 10022 Dial Finance Corp., PO Box 2321, Santa Ana, CA 92717. Dial Finance, 340 SW Eight St. Des Moines, IA 50309

Finance America, 2917 S. Western Ave., Oklahoma City, OK 73109. GAC Executive Service Corp., 2917 S. Western Ave., Oklahoma City, OK 73109. Interstate Financial, 28 E. Jackson, Suite. 1204, Chicago, IL 60604. Nationwide Finance Corp., 1660 S. Albion St. Denver, CO 80222 Postal Finance, 6018 Maple, Omaha, NE 68104

Postal Financial Services, Inc. 1710 E 10th St. Grant Plaza #16, Jeffersonville, IN 47130. Postal Thrift Loans, PO Box 448, Sioux city, IA 51102 S.F.C. 1561 S. Greed River Rd, Evansville, IN 47715. Thomas Knight Financial Associates, American Building, Suite 243, Salt Lake City, UT 84101. Western Industrial Bank, 2277 S. Colorado Blvd. Denver, CO 80222.

Whitney Harris Financial Opportunities, 6800 First Security Bldg., Salt lake City, UT 84101. Gieco Financial Services, 7551 W Alameda Ave., Box 5555, Denver, CO 80217-5555. HFC Convenient Credit, Box 67,47 W. Main St. Alhambra, CA 91802.

Loans up to \$ 2000 with personal property such as silverware, jewelry, gold watches, antiques etc. as Collateral are available from:

Provident Loan Society, 346 Park Ave. S, New York, NY 10010. Loans up to \$ 800 with two co-signers are available from: Hebrew Loan Society, 205 E 42nd St., New York, NY 10017. 72 PUBLISHERS OF DIRECTORIES OF COMMERCIAL FINANCING SOURCES

National Commercial Finance Conference (Provides referrals to suitable asset-based lenders in all areas of the country) One Penn Plaza New York, NY 10001 212/594-3490

The Corporate Finance Sourcebook (asset-based lenders and large commercial banks) 40 Central Park S. New York, NY 10019 212/759-1972 American Association of

National Associates of Small Business Investment Companies Equipment Lessors (NASBIQ 1700 N Moore St. Arlington, VA 22209 618 Washington Bldg. 703/527-8655 Washington, DC 20005 202/638-3411 National Association of Mutual

United States League of Savings Associations (S & L associations) I I I E Wacker Drive
Chicago, ILL 60601 312/644-3100 Savings Banks 200 Park Ave. New York, NY 10 1 66
212/973-5432 FOUNDATIONS FOUNDED BY THE WEALTHY TO GIVE AWAY MONEY

The 'Foundation Directory' is the standard reference work for information about private grant making foundations in the US. It is used by fund seekers, foundation and government officials, scholars, journalists, and others generally interested in foundation giving in this country. (It can be found in your library.)

The directory lists foundations alphabetically under the state in which the foundation is legally established. Each entry includes a brief description of the foundation, giving interest, as well as its address, current financial data, officers and trustees, donors and grant applications procedures.

Foundations receive many thousands of worthy requests each year. Most of these requests are declined because there are never enough funds to go around or because the applications fall outside the foundation's field of interest. Some of the applications denied are poorly prepared and do not reflect a careful analysis of the applicant's needs and credibility.

Foundations staffs are generally small and it is increasingly difficult for them to deal with the rising number of proposals which fall outside their guidelines. The competition for foundation dollars is growing, therefore the grant applicant should:

1. Become familiar with the basic facts about foundations and how they operate.
2. Know the particular foundations areas of interest.

3. Submit only those proposals which fall within the foundations area of interest.
4. Query the foundation before preparing and submitting lengthy proposals.

5. Remember that funding for general operating budgets, scholarships, fellowships, loans, and foreign institutions is available only from relatively few foundations. In these special cases, be sure that a request meets foundation requirements before submitting the application.

6. If a grant is made, make regular evaluation and progress reports with a sufficiently detailed accounting of expenditures of foundation funds.

Fairly complete knowledge of the foundation, together with a thorough knowledge of your own organization is essential in analyzing the possibilities and in formulation a proposal. Most foundations do not make grant to individuals. However if you study the "Foundation

Directory," you will find that there are many foundations that make grants to individuals. They usually specify on what basis they would be willing to make the grant. Some, for example, will make grants to the Handicapped and many will only consider local residents.

It is not easy to receive a grant. It takes hours of research before you can come up with a foundation that would consider you or your organization; however, anything worth having is worth looking for. APPROACHING FOUNDATIONS SIX STEPS

- 1. Analyze your program and your organization to determine the need you plan to address, the audience you will serve, and the amount and type of support you will need.**
- 2. Using the Index of Foundation Fields of Interest and limitations stated in the foundation's entry in this book.**
- 3. Find out more about each foundation by consulting its latest annual report or IRS form 990-PF in the Foundation Center cooperating libraries.**
- 4. Consult other Foundation center publications providing more detailed grants lists and application procedures, as well as other directories, proposals guides, and other foundation reference sources in the cooperating libraries.**
- 5. After gathering, as well as other directories, proposals guides, and other foundation reference sources in the cooperating libraries.**
- 6. After gathering full information about the foundation's program, select the foundations which are most appropriate to approach in term of your organization's goals and programs. Eliminate foundations whose limitations would clearly prohibit funding your organization.**
- 7. Write a well-organized proposal which follows the foundation's specific instructions, if any, and which analyzes your own needs, establish your credibility and capacity to carry out the project, and discusses the qualifications of your staff. Include a sufficiently detailed budget and describe how you will measure the success or failure of your proposal. LARGE FOUNDATIONS Battelle Memorial Fond.**

The Admanson Foundation 3731 Wilshire Blvd. Los Angeles, CA 90010

James Graham Brown Fond. 304 West Liberty St. Louisville, KY 40202 I 00 East Broad Columbus, OH 43215 Edna McConnell Clark Frid The Brown Foundation Inc.

The Bush Foundation W-962 First Nat'l Bank Bldg. St. Paul, MN 5 5 1 01 250 Park Ave. 2118 Welch Ave. New York, NY 100 1 7 Houston, TX 77019 Alcoa Foundation

The Cleveland Foundation 700 National City Bank Bld Cleveland, OH 44114

Carnegie Fond. of New York 4437 Madison Ave. New York, NY 10022 1501 Alcoa Building Pittsburgh, PA 15219 Vincent Astor Foundation The Commonwealth Fund

Atlantic Richfield Foundation 515 South Flower St Los Angeles, CA 90071 405 Park Ave. I East 75 th St New York, NY 10022 New York, NY 10021 74 The Cullen Foundation F.E.

Rockefeller Foundation 1133 Ave. of the Americas New York, NY 10036

**Gannett Newspaper Found I Lincoln Fist Square Rochester, NY 14604 PO Box 3331
Houston, TX 77001 Gulf Oil Foundation Of DE The San Francisco Found**

**Longwood Foundation, Inc 2024 DuPond Building Wilmington, DE 19898 PO Box 1166 425
California St San Francisco, CA 94104 Pittsburgh, PA 15230 Gulf Oil Foundation of DE The
San Francisco Found**

**Mabee Foundation, Inc 1916 First Nat'l Bank Bldg. Tulsa, OK 74103 PO Box 52338 114
Oliver Bldg. Houston, TX 77052 Pittsburgh, PA 15222 Alfred PI Sloan Foundation TRW
Foundation**

**The Moody Foundation 704 Moody Nat'l Bank Bldg. Galveston, TX 77550 2355 Euclid Ave
630 Fifth Ave New York, NY 10020 Cleveland, OH 44117 Danforth Foundation The Surdna
Foundation United States Steel Fond. 222 South Central Ave 200 Park Ave 600 Grant St New
York, NY 100 1 7 Pittsburgh, PA 15230 St. Louis, MO 63105 DeRance, Inc**

**Tyndale House Foundation 336 Gunderson Dr. Box F Wheatoin, IL 60187 William K Warren
Found PO box 45370 770 West Blue Mound Rd Milwaukee, WI 53212 Tulsa, OK 74145
Disney Foundation**

Robert A Welch Foundation 2010 Bank of the SW Bldg. Houston, TX 77002

**Charles Stewart Mott Found 500 Mott Foundation Bldg. Flint, MI 48502 500 South Buena
Vista St. Burbank, CA 91521 The Duke Endowment**

**New York Community Trust 415 Madison Ave New York, NY 100 1 7 Western Electric Fund
30 Rockefeller Plaza 195 Broadway New York, NY 10020 New York, NY 10007**

William Penn Foundation 920 Suburban Station Bldg. Philadelphia, PA 19103

Lettie Pate Whitehead Found 230 Peachtree St, NW Atlanta, GA 30303

**Sherman Fairchild Found 2 Greenwich Plaza Greenwich, CT 06830 Max C Fleischmann
Found The Pew Memorial Trust Woods Charitable Fund, Inc PO Box 1871 1529 Walnut ST
332 South Michigan Ave Reno, NV 89505 Philadelphia, PA 19102 Chicago, IL 60604 The
Ford Foundation The Xerox Fund Research Corporation 320 East 43, d St. 405 Lexington
Ave Xerox Corporation New York, NY 10020 New York, NY 100 1 7 Stamford, CT 06901
Rockefeller Brothers Fund Ford Motor Company Fund The American Road 30 Rockefeller
Plaza Dearborn, MI 48121 New York, NY 10020 OBTAINING GRANTS**

**Grants are provided financial institutions and foundations to individuals and organizations
for some worth purpose. The foundations five out millions of dollars each year for worthy
causes. The individuals or organizations submit their proposals to the foundations. The
foundations decide whether or not it is a worth cause.**

We are providing you a list of foundations and financial institutions. If one is interested in applying for a grant from them, it should be written up as a proposal for some worthwhile cause. If you do not feel comfortable writing your own proposal, you could hire an accountant or you can hire an experienced attorney to do it for you. If you would like to go ahead and do it on your own, you should remember a few things.

It should be specially stated why you need this money and how it will be spent. Give a brief description of your organizations and provide the names of all the principals involved in this organization. If you operate a business, include a balance sheet. The most important thing to remember is that your proposal will be evaluated by sophisticated financiers. Therefore, you must be realistic and practical. They will be able to immediately spot any inaccuracies or contradictions. CASH GRANTS FOR THE NEEDY 1. Vicksburg foundation, First National Bank & Trust of Michigan, Kalamazoo, MI 49006 2. Crane Fund for Widows & Children, 4100 S Kedzie Ave, Chicago, IL 60632

3. Alfred I Dupont Foundation, PO BOX 1380,803 Florida Nat'l Bldg. Jacksonville, FL 32201 4. The Dekay Foundation, c/o Cummings & Lockwood, One Atlantic St, Stamford, CT 06903 5. Robert O Law Foundation, 2120 E St, Ft. Lauderdale, FL 33305 6. The David & Lucille Packard Found, 385 Homer Ave, Palo Alto, CA 94402 (local residents only)

7. The Gleason Fund, Inc. 1000 University Ave, Rochester, NY 14607 8. Reade Industrial Fund, 135 S LaSalle St, Ste 1200, Chicago, IL 60603 (IL residents only) 9. Frattin & Laura Smock Foundation, 116 E Berry St, Fort Wayne, IN 46802 (IN residents of

Presbyterian faith) 10. Thomas Thompson Trust, 4058 Prudential Center, Boston, MA 02401 11. The Pilgrim Foundation, 1106 Main St, Rm 13, Brockton, MA 02401 12. The Knapp Fund, Inc, 460 Park Ave 14th floor, New York, NY 10022 13. George Harrison Trust, c/o John G Cornish, 106 Clyde St, Chestnut Hill, MA 02167 (persons with nervous disorders)

14. Otto Sussman Trust, c/o Sullivan & Cromwell 48 Wall St 19th floor, New York, NY 10005 (New York, New Jersey, Pennsylvania residents.) SPECIAL ASSISTANCE PROGRAMS 1. Financial Assistance for dependants of deceased Naval personnel, Navy Relief Society, 801 N Randolph St. Arlington, VA 22203 2. Outright grants or non-interest loans for low-income families or senior citizens in rural areas to fix up their homes - contact the nearest farm Home Administration Office or the US Dept of Agriculture 3. Cash Grants for farm workers - Office of National Programs, Employment and training Administration, Dept. of Labor, Washington, DC 20210 4. Financial help for needy families with dependant children - Assistance Payments Administration, US Dept. of Health, Education and Welfare, Washington, DC 20550 5. For Stamps Program - contact the Food and Nutrition Service Regional Office in your area, or

write: Director, food stamp division, Food and Nutrition Service, US Department of Agriculture, Washington, DC 20250 76 EDUCATIONAL FINANCIAL BENEFITS 1. Division of Student Services and Veterans Programs, Office of Education, 400 Maryland Ave SW Rm. 5662, Washington, DC 20202 (low income family & rural families) 2. SEEK, City

University of New York, 535 E 80th St., New York, NY 10021 (applicant must be a graduate of a New York High School)

3. Jewish Free Loan Association, 590 N Vermont Ave., Los Angeles, CA 90004 (non-sectarian)
4. Executive Directory, Abelhard Foundation, One E 53 rd St, New York, NY 10022 (minority)
5. AFL-CIO Department of Education, 815 18 th St NW, Washington, DC 20006
6. John B Lynch Scholarship Foundation, PO Box 1109, Wilmington, DE 19899 (scholarships)
7. Stump Memorial Scholarship Fund, c/o Central National Bank of Mattoon, Mattoon, IL 61938 (students who will attend college in IL)
8. The Broyhill Foundation, PO Box 700, Lenoir, NC 28645
9. James and Mary Bryan Foundation, 1307 Glenwood Ave., Raleigh, NC 227605
10. The Cary Public Trust, c/o John E Deming, Elizabeth, NY 12932
11. Joseph Collins Foundation, Citicorp Center Bldg., 153 rd St, New York, NY 10022 (medical students)
12. National Association of Letter Carriers, 100 Indiana Ave. NW, Washington, DC 20001 (children of active or retired letter carriers)
13. Dempster Graduate Fellowships, United Methodist Church, Department of the Ministry, Division of Higher Education, PO Box 871, Nashville, TN 37202 (students who intend to teach religion)

14. Skelly Oil CO Foundation PO Box 1650, Tulsa, OK 74102 (children of active or former empl)
15. Fleet Foundation, Balboa Park, San Diego, CA 92101 (local)
16. ACT 2201 N Dodge St., Iowa City, IA 52243
17. The Broyhill foundation, PO Box 700 Lenoir, NC 28645
18. Ettinger Foundation, 420 Lexington Ave., New York, NY 100 1 7 (children with learning disabilities)
19. American Baptist board of Education, Division of Christian Higher Learning, Valley Forge, PA 19481 (Baptist only)
20. The Youth Foundation, 36 W 44th St., New York, NY 10026 (literary, scientific, and educational fields)
GOVERNMENT GRANTS FOR PROMOTION OF THE ARTS
1. Media Arts Program, National Endowment for the Arts, 2401 E St. NW, Washington, DC 20506 individuals and groups to produce films)
2. Director, Literature Program, National Endowment for the Arts, 2401 E St. NW, Washington, DC 20508 (writing)

3. Information processing, National Endowment for the Arts, 2401 E St. NW, Washington, DC 20506 (music)
FINANCING FOR GOVERNMENT EMPLOYEES
1. Government Employees Corp, Vermont and K Sts NW, Washington, DC 20005
2. Government Employees Financial Corp, PO Box 5555, Denver, CO 80217
3. Memorial Foundation for Jewish Culture, 15 E 26 th St, New York, NY 1 00 1 0 (students of Jewish faith in the arts field)

4. Broadhurst foundation, 1701 First National Bldg., Tulsa, OK 741033 (Christian Ministry)
5. CBS Foundation, 51 W 52 nd St, New York, NY 10019 (radio & television)
6. Brookings Institution, 722 Jackson PI NW, Washington, DC 20006
7. Belnecke Foundation, Cliffdale Rd 06833
8. Foundation fund for research, 1 00 York St, New Have CT 0651 1
9. Ben Selling Scholarship Loan Fund, PO Box 313 1, Portland, OR 97208
10. White Scholarship Fund, 73 Main St, Cooperstown, NY 13326
ARAB MONEY SOURCES

It is a well-known Axiom that there are plenty of good ideas floating around that lack only the financing to make them viable vehicles for profit.

Unfortunately, these ideas simply do not fit into the standard mold for consideration by conventional money sources. It is also a well-known fact that lending institutions vary their standards according to the availability of money. Thus, when money is tight, it is more difficult to obtain. Given the state of today's economy and the foregoing axiom, it stands to reason that your best source of funding for your idea will be the most readily available money sources. Sources of money close to Arab oil interests would seem to fit the bill. The money is certainly there, and if nothing else, at least the freedom of funds available would satisfy that part of the axiom. Listed below are various sources of money in the Arab world. If you have an idea for a profitable business venture, you could do worse than to apply to one or more of these sources for our funding. As before, of course, you would want to submit a good proposal with your request. Bank Rahni Iran National Bank of Egypt 24 Sharif Pasha St Avenue Ferdowski Tehran, Iran Cairo, Egypt Bank Markazi Iran Banque Misr 151 Mohammed Farid St Avenue Ferdowski Tehran, Iran Cairo, Egypt Bank Etebarat Taavoni Tozil Central Bank Of Egypt Avenue Ferdowski 31 Sharia Kasr El Ni Tehran, Iran Cairo, Egypt Bank Bazargani Iran Bank Sanaye Iran Meydah Sepah Sepahood Avenue Tehran, Iran Tehran, Iran Bank Kar Bank of Alexandria Avenue Hafex 6 Sharia Salah Salam St Tehran, Iran Alexandria. Egypt Banque Extérieur D'Algerie Bank Du Caire I I Blvd Col Amirouche 22 Adly St PO Box 1495 Algiers, Algeria Cairo, Egypt Banque Nationale D'Algerie Bank Pars Avenue Takhte Jamshid 8 Blcd Che Guevara Tehran, Iran Algiers, Algeria 78 FORM YOUR OWN CORPORATION

Forming your own corporation is probably easier than you think, and there are many advantages to incorporation. One of the most obvious advantages is that stockholders are generally not liable for a corporation's debts, meaning that even if your corporation falls into debt, you will not be personally responsible for payment of this debt. Another advantage to incorporation is that if you organize under "Sub Chapter S," which most

small new businesses can, you may sell stock in the corporation without registering with the Securities and Exchange Commission (SEC).

Furthermore, 'Sub Chapter S' corporations do not pay Federal income taxes. As you can see, there are many good reasons to form your own corporation.

The first thing you should do is consult an attorney. This is not absolutely essential, but an attorney can help you a lot on the legal aspects of incorporation, and fees for his help are generally low. Also, state laws on incorporation vary, and an attorney can help you understand the laws of your state.

It is not necessary to incorporate in your state. Because the state laws vary so wide, some states have more liberal incorporation laws than others. Delaware, for example, offers extremely low fees and taxes, has no minimum capital requirements, allows one person to hold all corporate offices (which means that you can be the only offices and even the only employee of your corporation), permits very vague wording on the certificate of incorporation, allows you to incorporate and run your corporation through the mail, and allows you to run your corporation anonymously.

Furthermore, incorporation in Delaware is quite simple and takes only about two weeks. For more information on incorporation in Delaware, write to the Secretary of State, Dover Delaware, 19901 and ask for a copy of the pamphlet that details the state's incorporation laws. You should also ask for a list of the companies to agencies in Delaware that will help you incorporate through the mail. When you receive this list, if you wish to incorporate in Delaware, you can write to a few of them and use the one with the lowest fees.

For information on incorporation in your own state, just write or visit your state's Secretary of State and again ask for a copy of the incorporation laws. If you have any legal questions after you have read the pamphlet, by all means, consult an attorney. Their fees for this type of help are generally fairly low, and they can help make a great deal in understanding and complying with the laws. **INVESTING IN REAL ESTATE**

Buying real estate is perhaps the best investment you can make. Prices of homes, apartment buildings, land, commercial properties, etc. are always rising, so the sooner you buy the better. It is often possible to locate real estate that is available with no down payment necessary. The best place to look for such property is in newspaper advertisements.

Another possibility is that the owner of the property will give you a mortgage himself. This is called "owner financing" and it saves you the trouble of obtaining a bank mortgage as well as a substantial amount in closing costs. If you cannot get owner financing, you can apply for a bank mortgage. It is usual for the bank to finance either 80 % or 90 % of the cost of the property, but only 50 % on undeveloped land. How large a mortgage the bank is willing to give you depends on your income, your other debts and loan obligations, your credit history, etc.

There are many things to consider when deciding which property to buy. Location is generally thought to be the most important consideration. You should look at the neighborhood: Is it likely to improve over the next five or ten years or does it seem to be declining? Is the building rent controlled or rent stabilized or can you set your own rents? Do the tenants have lease agreements that would make it difficult to replace undesirable tenants? If the price being asked is consistent with other real estate prices in the area?

START YOUR OWN CREDIT UNION (LIKE OWNING YOUR OWN BANK)

A credit union is simply a bank for a group of people who have something in common. For example, many large companies have credit unions for their employees. And some labor unions, like Actor's Equity, for example have credit unions for their members. There is an independent agency called the National Credit Union Associations (NCUA) whose job it is to establish the regulations governing Credit unions.

There is currently about twice as much money help by credit unions as by savings & loan associations.

Credit unions may be either state or federally chartered, If you do already belong to a group that offers credit union privileges, it is possible to set up your own credit union. This is little more complicated than setting up your own corporation, as it involves a lot more paperwork.

The first thing to do is to write to the National Credit Union Association, at 1776 G Street NW, Washington, DC 20456. Ask them for the address of your state's Department of Banking of Finance, and ask for any information they have on organizing your own credit union.

When you have the address of the department or agency in charge of credit unions in your state, write to them for an application and your state's list of regulations, you should be prepared to answer such questions as why you want to start your own credit union.

You need a total of seven people to establish a credit union. These can be your friends, co-workers, neighbors, etc. When you return the application to your state's banking department, they will contact your local office of the National Credit Union Association, which will help you establish your credit union.

A credit union is a cooperative association, and its main purpose is to make short-term low interest loans to members. Credit unions generally obtain the funds for these loans through members' savings deposits.

Credit unions are non-profit organizations; all earnings are paid out as dividends to the members, The idea behind credit unions is to make consumer credit more available and less expensive than it is though commercial banks or savings & loans.

As soon as your credit union is established, you will have control over all its functions, which may include loans, checking accounts, savings accounts, mortgages, etc. You will in effect have started your own bank. OVERDRAFT OR CASH RESERVE CHECKING ACCOUNTS

Another method of borrowing anywhere from \$ 1,000 to \$ 25,000 almost instantly and for any use you like is an overdraft or cash reserve checking account. Overdraft accounts are not available in every state, so you should check with your State Banking Authority, which is usually located in the state capital. Also, even in the states that do permit overdraft accounts, there is a great deal of variation in the services that can be offered and the conditions of the loans that can be made. You can get this information from your State Banking Authority as well,

To open an overdraft account, you should first open a checking account with any bank that offers cash reserve checking. All this means is that you can write a check for more than is in your account. In other words, you can write yourself a loan. As with other types of accounts, the services and requirements of banks offering overdraft accounts vary widely, so get applications and conditions from several banks before you open your account, and do some comparison shopping.

For example, some banks require that you repay a certain percentage of the loan each month, while others require only that you pay the interest. Of course, the interest rate may vary from bank to bank, and there is occasionally a monthly service charge on overdraft accounts. Some banks, on the other hand, you pay interest on what you have repaid.

In fact, if you can find a bank, which requires only that you pay the interest each month and which offers free life insurance coverage on your loan, there is no need to ever pay it back. You simply pay the interest charge each month and the insurance company will pay off the loan when you die. Again you can apply for overdraft accounts at as many banks as you wish.

If your bank requires that you repay a certain percentage of your overdraft balance each month, there is a way to get around this requirement. Simply deposit some money in the account each month, and promptly withdraw it. You have repaid the required amount and borrowed it again. Which is perfectly acceptable.

Or, if you have two overdraft accounts with two banks, you can write checks on one to repay the other and visa versa. This way you can repay your entire balance each month, thus building an even better credit rating an eventually being eligible for even larger loans on your overdraft accounts. All you have to do is to keep switching the money from one account to the other,

It is also possible to pay interest on one account entirely from the other. For example, If you have two overdraft accounts, write yourself a check for whatever you need on the first account. Then use the second account only to make the monthly interest payments on the fist account. It will be a long time before you have reached your credit limit on the second account, and by then your financial situation may be so improved, that you can repay the loan in full, or your credit limit on the first account may have been raised, because you have been so prompt and regular in making the required payments on that account.

Once you have established your overdraft account, you van simply write yourself a check, anytime you need extra cash. You no longer have to go through the trouble applying for a loan and explaining what it is for. You just write yourself a loan whenever you need one.

As mentioned earlier, there is no reason that you cannot apply for overdraft accounts a t several banks. The best way to accomplish this is to apply for them all at around the same time so that you do not have any outstanding balances that must be listed on new account applications.

Note: As you obtain more and more cash and greater lines of credit, be certain again that you are using this money for investments that ill earn you a profit. Used foolishly, overdraft accounts and virtually any other type of credit will serve only to put you further in debt.

Also, when you accept any loan or line of credit, be certain that you understand all the terms of the agreement. Even if you have to consult a lawyer, it is well worth the expense to be sure that you do not sign anything you don't entirely understand. **BUYING A HOME WITH OTHER PEOPLE'S MONEY**

But wait; let's not get ahead of ourselves. Uppermost in your mind, after you locate a property that you feel will be a good investment is "How will I pay for it?"

As I stated earlier, it is possible to locate real estate that can be purchased with no down payment. This property is usually property that has been run down and neglected. Don't let that scare you. Very often by purchasing a house in poor condition, you will get a great bargain. Lots of money has been made in real estate by developers who buy run down property. They fix it up, modernize it, give it a few coats of paint, and turn it over for a very big profit. That's how millionaires are made. If you should find a piece of property that you feel is a very good investment but you are required to make a down payment, let me remind you that you can just write a check from one or more of your overdraft accounts. You see, you do not need money of your own to invest in real estate. You can get rich on other people's money.

Note: Do not make the overdraft until you are ready to close the deal. In that way, you will not have to list it as an outstanding obligation on your mortgage application. YOUR RENT FREE LUXURY HOME

Many wealthy people do not live in one place year-round. Rather, they have a summer home and a winter home, and perhaps some luxury apartments as well. You can take advantage of these elegant surroundings even if you cannot afford this type of home for yourself. All you need to do is locate some of these wealthy travelers, offer to care for their homes while they are away and you will have free use of their luxury, fully furnished homes.

If you have several wealthy clients for whom you house sit, you too will appear to have the type of lifestyle that affords summer homes and winter homes and even vacation homes. And of course, when you hold business meetings or entertain in your home, no one need know that you do not own the house you are living in.

You will need to convince the owners of these homes that you are reliable and capable of caring for their houses. But once they believe that you are able to keep their homes secure, free of vandalism, and perhaps maintain the house and garden

STEP INTO YOUR OWN HOME FOR \$ 1 How would you like to own your own home for only \$1? Incredible, but true!

There are Urban Homesteading Programs all over this great country of ours in which the government gives away houses for you to live in for only \$1 apiece. You may wonder why the government is so generous.

The reason is very simple. The Federal Government's Department of Housing and Urban Development has accumulated loans of abandoned houses through repossession. And their loss is your gain! "Handyman's Special" By that I mean they require some fixing up. Note: The houses qualify as

It is often helpful to speak with realtors about the neighborhood, average housing prices and trends, etc. Realtors are generally well informed and eager to answer your questions. There are also many publications that offer advice and ideas on such things as buying a house or investment property like an apartment building or a two-family house.

So, read a little and ask questions, and look at a variety of properties before making an offer. When you find the property you want to buy, make a low enough offer so that you are sure you will be able to get the mortgage. You might want to talk to a bank officer about a mortgage even before you look at much property just get an idea of what you can afford to buy.

Also, if you offer substantially less than the asking price, it is always possible that the owner is becoming desperate and will accept your low offer. If not, he will make a counter-offer and you have lost nothing.

Keep in mind that if you purchase an apartment building or a house that you intend to rent as apartments, there will be some work involved in keeping your tenant happy. You will be that landlord, and will be responsible for repairs, advertising, showing vacant apartments, collecting the rent, etc. Also, you will not be making any more money unless your monthly income from the property is less than your monthly mortgage payments, so keep this in mind when making your offer.

This is by no means to be discouraging. I mention such disadvantages as the work you will have to do on the apartments only as a consideration. The return you will receive on an investment like real estate will far outweigh any inconvenience of making repairs and generally maintaining the building. No matter how much money you make from working at a job, it is unlikely that you will become really wealthy without some investments.

On the other hand, through buying inexpensive properties, working hard for a few years at fixing them up, and renting them at much higher prices, many people have been able to retire early and live quite well from their rental incomes. If you keep investing in more and more properties as you begin to make money from your initial investments, your money will multiply quickly and you will soon be able to hire repair maintenance people and even building managers, so that all you will finally have to do is watch your investments grow as you become a wealthy property owner. BUY YOUR OWN BUSINESS WITH NO DOWN PAYMENT

Rather than starting a business entirely on your own, it is often easier to buy an existing business. There are many advantages to buying an existing business, for example, the business already has an established clientele, the business already has experienced employees, and all the initial investment in the business has been made.

The best businesses to buy are often those whose owners want to retire. In this case, the owner is not giving up the business because it has failed. He simply wants to sell the business and receive enough income from it so that he can enjoy his retirement years. Or perhaps he was saving the business for his children and now they do not want to run it.

Therefore, it is often possible to purchase such a business with owner financing and no down payment. All you will have to do is take the business of the hands of the former owner and make a regular monthly payment to him. This type of owner already knows that his business is profitable, so he is not at all concerned that you will be unable to pay him. And of course, this will be no problem to you as long as your business is making a profit, which it will because you are buying an established business. There is very little risk involved for either you or the former owner.

Of course, before you buy any business, be certain that you will be able to run it profitably. Most businesses that fail do so because of poor management, so the responsibility for the success of your business is yours. **US GOVERNMENT GAS AND OIL LEASES, \$ 1 PER ACRE**

In the United States, there is a fortune to be made in undiscovered gas and oil. Much of these undiscovered natural resources are probably under federally owned land, which is leased yearly for \$ 1 per acre. The Bureau of Land Management, a part of the Department of the Interior, runs what is essentially a lottery. Any United States citizen may play, and all you have to do is fill out an application.

There are several thousand parcels of land available for lease on a non-competitive basis. When you apply, you pay a small fee, which is refunded if you do, not do win the parcel you bid on. If you do win, you pay the government just \$ 1 for each acre in the parcel, and the rights to the land are yours for one year. Parcels range from a few hundred to a few thousand acres, and you have one year to look for oil and gas on your land.

THE UNITED STATES DOES NOT HAVE EXTRADITION TREATIES WITH THE FOLLOWING COUNTRIES: State of Qatar

Democratic Republic of Afghanistan Democratic and Popular Republic of Algeria Republic of Rwanda Commonwealth of St. Vincent and Andorra People's republic of Bangladesh the Grenadines Democratic Republic of Sao Tomo Belize

People's republic of Benin Kingdom of Bhutan Republic of Botswana Republic of Burundi Democratic Kampuchea United Republic of Cameroon Republic of Cape Verde Central African Republic Principe Kingdom of Saudi Arabia Republic of Senegal

Somali Democratic Republic Union of Soviet Socialist Republics Democratic Republic of Sudan Syrian Arab Republic Republic of Togo Republic of Tunisia Republic of Uganda United Arab Emirates Republic of Upper Volta Socialist Republic of Vietnam Independent State of Western Republic of Chad People's Republic of China Republic of China

Federal and Islamic Republic of the Comoros (except Island of Mayotte) Republic of Djibouti Somoa

Republic of Equatorial Guinea Guinea-Bissau Republic of Indonesia Islamic Republic of Iran

**People's Democratic republic of Yemen Yemen Arab Republic Republic of Zaire Zimbabwe
Republic of Ivory Coast**

**The Hashemite Kingdom of Jordan Democratic People's Republic of Korea Republic of
Korea State of Kuwait Laos People's democratic Republic Republic of Lebanon**

**People's Socialist Libyan Arab Republic Democratic Republic of Madagascar Republic of
Maldiva Republic of Mali**

Islamic Republic of Mauritania Mongolian People's Republic Kingdom of Morocco

I People's Republic of Mozambique Kingdom of Nepal Republic of Niger Sultanate of Oman